A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

June 27, 1966

trade fairs listed for 49 nations

International Trade Winds

Company News

COFFEEMAKERS—Sunbeam Corp. of Chicago and Rowenta Metallwarenfabrik G.m.b.H. of Offenbach, Germany, recently founded the Rowenta Coffeemakers sales organization at San Mateo, Cal., to market Rowenta's percolators. Rowenta, which already has service stations in California, will extend activities to the east coast this year.

LUBRICANTS—Esso Standard and Indiana Oil Corp. will build a lubrication plant with a capacity of 145,000 tons a year in India. Esso will supply the feedstock from its Bombay refinery. Esso's partner in the venture is the Government of India. Estimated plant cost is $15 million.

INDUSTRIAL DUST COLLECTORS—Torit Corp. of St. Paul has licensed E. Richard Koehler of Stuttgart, Germany to manufacture and sell its line of industrial dust collectors in the Federal Republic. Koehler, a large air handling firm, specializes in the manufacture of central systems for the control of wood dust and similar particulate matter.

CONSUMER PRODUCTS—Corn Products Co., an international manufacturer and marketer of consumer and industrial products, has established a world-wide communications center and computer center in Englewood Cliffs, N.J. The firm, which has research centers and plants in 30 countries abroad, will move from its present offices in New York.

CHEMICALS—R. M. Hollingshead Corp., Camden, N.J., announces acquisition of a minority interest in Quimarco S.A. of Buenos Aires, Argentina, which has been manufacturing Hollingshead's line of automotive, household and industrial chemicals under license for several years. This is Hollingshead's second joint venture; the first was set up in Venezuela earlier this year.

Newsletter

"In three days I appointed an agent and turned over 60 prospects to him," says Ben Kole of Kole Enterprises at the Electronic Production Equipment Show in the Milan Trade Center. $140,000 in orders marked the first three days.

65 appointments with Stockholm businessmen were made for the 15-man Indiana Trade Mission by Commercial Officers in the U.S. Embassy last month. Mission members reported that agency and joint venture goals were achieved beyond their expectations.

"Realization of foreign market possibilities was a pleasant surprise," says Bennett V. Schultz of Technifax, exhibiting at the Advanced Teaching and Industrial Training Aids Show in Paris. "Prior to this time," he adds, "there was little management knowledge of what the European market could represent."

In 12 months after the Business Machines Show in the Tokyo Trade Center participants have reported $641,000 in sales resulting from the U.S. exhibition.

U.S. Foreign Trade Zone No. 9 opened last week in Honolulu with 41,000 square feet on pier 39 in the Kapalama Basin section. As in all U.S. Foreign Trade Zones goods can be stored and processed for shipment duty free. Dutiable merchandise may be stockpiled until ready for delivery.

Commerce Department's commercial exhibit planners all over the world are first of all business trend-spotters. For example, in Germany they are watching the rapid growth in natural gas pipelines to assess market prospects for U.S.-made gas heating equipment. Future exhibition plans will be shaped by such assessments—just as parallel new developments affect show plans in other fields.

Export credit insurance organizations from 19 countries attended the recent Athens meeting of the Berne Union of International Credit Insurers. The Export-Import Bank of Washington and the Foreign Credit Insurance Association are members of this group, which makes recommendations regarding credit and international trade, to prevent rate wars, to exchange among the various member countries information regarding the default of foreign buyers.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

American exporters of goods from pljers to automobiles have found buyers and prospective agents waiting eagerly to see U.S. products at international trade fairs, and all indications point to even better results in the future. The semi-annual list of trade fairs on pages 7-25 offers an ideal way for those already active in international commerce to plan their promotions overseas for the next 18 months, and for those new to exporting, the list shows where their products are being shown to the most interested people this year and in 1967.

International Commerce

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EXPORT CASE HISTORY

Put eggs in two baskets

Colorado incubator maker balances foreign and domestic markets, leads protein diet drive

With its eggs in two baskets—domestic and foreign—the Robbins Incubator Co. of Denver has "hatched" for itself important shares of U.S. and overseas poultry industry equipment markets.

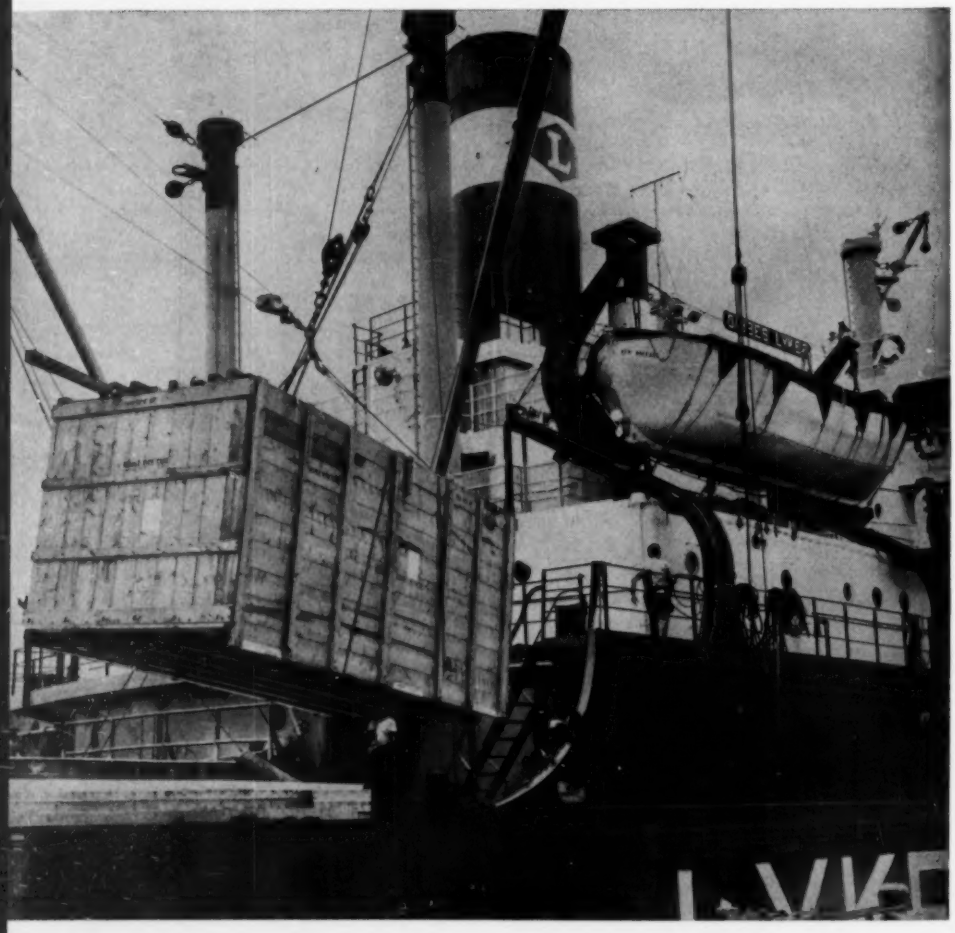
An early winner of an "E"-for-export-excellence award, the small, dynamic firm has surmounted trade barriers and exported into countries where American poultry equipment had been unknown. Today it is helping to convince the world that the poultry industry is best suited to bring protein to the people of the developing countries.

Robbins executives offer this persuasive reasoning: one pound of poultry can be produced from 2.3 pounds of feed or less; one pound of beef requires six to eight pounds of feed. With thousands of birds being grown at the same time, the capital investment amounts to $1 per bird—resulting in six crops a year because broiler chickens are ready for slaughter at eight to nine weeks of age.

Peak seasonal employment at Robbins is about 100 persons and the annual payroll is a half-million dollars, with half of the company's production sold abroad in 44 countries. In 1964 Robbins Overseas, Inc., was established as a Colorado corporation domiciled in Belgium—a move calculated to overcome problems resulting from high freight rates and European duties, at the same time equipping the firm to operate directly in the expanding overseas market. Robbins has licensees in Spain and Israel, and sales representatives in many countries.

The 38-year-old firm's international orientation is a strategic necessity because the $5.3 billion-a-year U.S. poultry industry is marked by a "customer shrink"—the number of hatcheries has gone down from 10,000 a decade ago to less than 2,000 today. Very large hatchery units are producing 500 thousand to 750 thousand birds a week.

INCUBATORS BOUND FOR SPAIN are being lifted aboard a Lykes Line vessel in the port of New Orleans. The crated equipment went from the Robbins factory in Denver, Colo., to New Orleans by rail.



Completely automatic

Whether shipping from Denver or the new plant in Brussels, Robbins supplies its worldwide customers with an incubator which is about as automatic as any machine can be. During the incubation period, it goes through all the steps without input from human supervisors. The smallest model hatches 2,000 chicken eggs and the largest 200,000.

Research and development is a core activity of the Robbins enterprise. For customers who desire it the firm will design a completely integrated hatchery, and offer the services of a leading American authority on hatchery construction and management—Shirley M. Smith, vice president and sales manager.

Mr. Smith stands ready to coordinate all elements in the poultry-raising process. This includes the hatchery, equipment for the growing birds, and processing of the final product.

Longer life for Robbins machines and lower maintenance costs have been achieved through development of a new fiberglass outer case, largely replacing the California redwood outer shells which used to be standard.

Machines are shipped fully assembled and a Robbins technician installs them.

While the Denver plant continues its direct exporting, its sister in Brussels, under L. Donald Daily, vice president in charge of foreign operations, works to build markets in the European Economic Community and countries of the Outer Seven—looking to Great Britain, Africa and Asia for what is regarded as an "enormous" future potential.

Denver to world

The Robbins licensee serving Spain and Portugal, and the Israeli licensee, Hamasbir Hamerkazi—in business for 14 years—receive critical control systems and parts from the Denver plant.

John L. Robbins, a hat and cap manufacturer, launched the incubator company in 1928—getting it off to a good start with his invention of devices designed to meet the poultry industry's needs. Today, Bernard L. Rosenberg, president and board chairman, with his wife Adrea—Robbins' daughter and secretary-treasurer of the firm—carry the Robbins tradition of inventiveness and service to many parts of the world.

While they consider the United States and Canada their most sophisticated markets, they see in the rapid growth of the company's overseas sales a bright future and a horizon which appears to be unlimited.

ASSEMBLY LINE PRODUCTION at the Robbins Incubator Co. shows Robbins incubators and hatcher cabinets being finished. The items are shipped fully assembled and a Robbins technician installs them.

India studies U.S. techniques in poultry mass production

Envoy sees Big Dutchman equipment in Delmarva area; tours automatic facilities at farm with 'crop' of 90,000 birds

Looking for answers to his nation's food problems, Indian Ambassador to the United States B. K. Nehru recently led a party that included Indian agricultural and economic specialists on an inspection tour of U.S. mass-production chicken breeding facilities.

The trip to the Salisbury, Maryland area was designed to develop ideas on how the very high productivity of U.S. broiler raising equipment and know-how might be utilized in India's current drive for rapid growth in food production.

It was arranged by Commerce Department officials, in cooperation with Big Dutchman, one of the leading U.S. makers of automated poultry equipment.

Culinary aspects of the trip interested the ladies of Washington's official Indian community. Ambassador Nehru's mother, for one, was among those attending.

Role in Indian diet

Chicken raising can play an important new role in upgrading the average Indian's cereal-oriented diet, it was pointed out by the Commerce officials.

A big advantage is that the fowl need not be processed before marketing, but can be sold live through traditional marketing channels and techniques. Absence of processing costs plus the economies of large scale production can bring an important food item within the range of large numbers of consumers.

The domestic chicken, originally descended from India's jungle fowl, has long had broad acceptance as a food among large numbers of India's rural and city dwellers. While efforts have been made for better Indian poultry production at the village and small farmer level, consumers in larger urban areas still have relatively restricted choice and uneven supply of this foodstuff.

Restricted supply

At present, India's poultry production contributes little to the nation's food needs. Left to forage for themselves without protection from disease or the elements, the birds are sharply reduced in quality and meat content. This restricts the supply reaching market, and pushes the actual and relative price of the available birds to levels substantially higher than in the U.S.

With all this in mind, Ambassador Nehru arrived to inspect the Big Dutchman branch office and showroom on the

Delmarva (Delaware-Maryland-Virginia) Peninsula. The guests were shown a feeding machine which can supply up to 28,000 birds at a time, automatic waterers, cage systems, heaters, egg collectors, ventilation and sanitation equipment. When the time comes, there are also automatic machines for processing the birds, and packing them for shipment to the market.

The next stop was a poultry breeding farm and hatchery run by Arbor Acres, which also operates a breeding farm in India. The hatchery delivers as many as 125,000 two- to three-day-old chicks to the area's chicken raisers each week. A specially-designed truck can carry as many as 37,000 chicks at one time. Once again, the entire feeding and hatching operation is automated and sanitary. The only human beings allowed access to the operation are specially-clothed personnel who must bathe before coming into contact with the activity.

In actual use

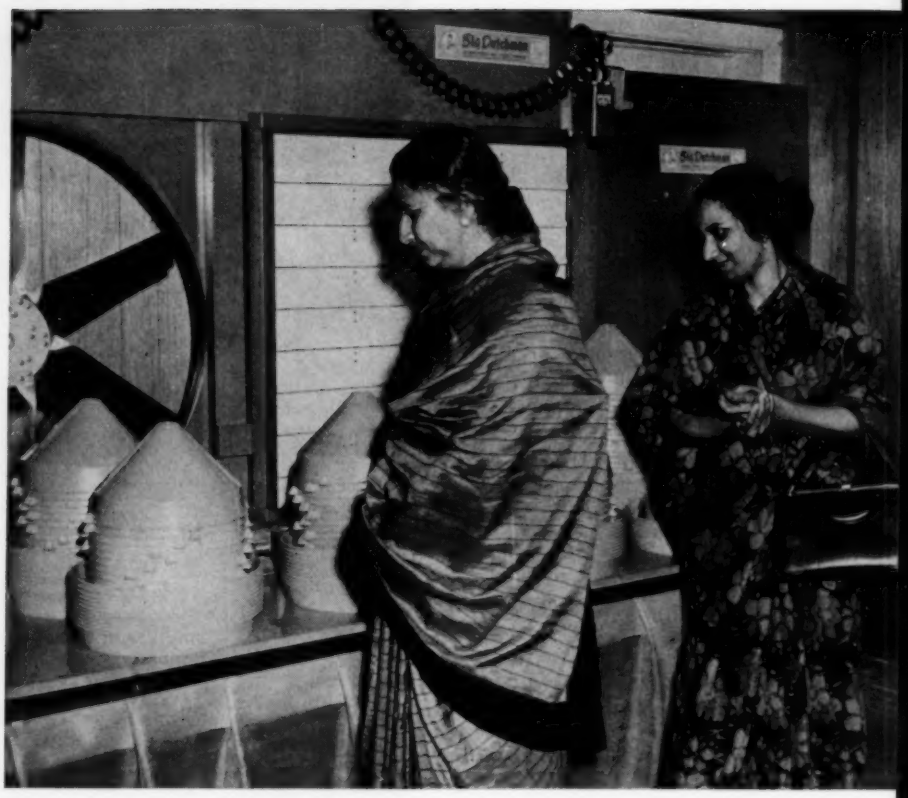
The Ambassador's party wound up the day at the farm of Ginger Burns in Hebron, Maryland, where for the first time they saw the actual chickens produced by the methods and machines they had been studying all day. This farm raises about 90,000 birds every nine weeks. Mr. Burns told his visitors that his automatic equipment enabled the three-member family to run the whole operation with a total of six man hours of work per day.

The use of automated equipment and methods combined with the results of years of experimentation and research have placed U.S. poultry output on an economical mass production basis. Individual producers now are reporting annual outputs of 500,000 birds at a lower unit cost than that of several years ago. Input requirement have been reduced, as the Robbins story above relates, to not much more than 2 pounds of feed per pound of broiler.

In addition to his mother, the Ambassador's party included Mrs. Sundara Rajan, wife of the Embassy's Minister for Economics; First Secretary for Economics Sanjivi Guhan, and his wife and mother; and First Secretary for Finance A. K. Ghosh.

Ralph Meima, Michael Bache and Franklin Johnson represented the Commerce Department.

NOTE: For another report on the Indian food production situation, see article by U.S. Commercial Officer James S. Lanigan on Page 28.



MEMBERS OF INDIAN INSPECTION TEAM look over some of the chicken-raising equipment at the Big Dutchman branch in Salisbury, Maryland. Fully automatic machines are available for each step in the process, right up until the moment when the birds are packed for shipment to the market.

AMBASSADOR NEHRU'S MOTHER LOOKS ON as he listens to an Arbor Acres official explain a step in the hatchery's operation. The alert Mrs. Nehru asked some of the group's most searching questions.

Companies again get praise for balance effort

Secretary Connor's report cites voluntary program

Performance data on U.S. companies' contributions in the balance of payments situation continue to be encouraging, Secretary of Commerce John T. Connor declared this month.

"The voluntary program is working effectively and is obtaining the full cooperation of the participating companies," he said, in a statement to the press. "This is particularly important in view of the adverse impact upon the nation's balance of payments from factors not covered by our voluntary program, particularly rising imports, national security expenditures and travel."

"I am gratified to see that the data on direct investment capital outflows for the past two years indicate that—following the commencement of the voluntary program—the dollar outflows sent abroad for investment have been moderated," the Secretary noted.

He traced a sharp rise in direct investment outflows from $479 million in the first quarter of 1964 to a peak of $1.2 billion in the first quarter of 1965, at which point the voluntary program was instituted. Thereafter the outflows were cut to $859 in the second quarter, $569 in the third quarter and $731 in the fourth quarter.

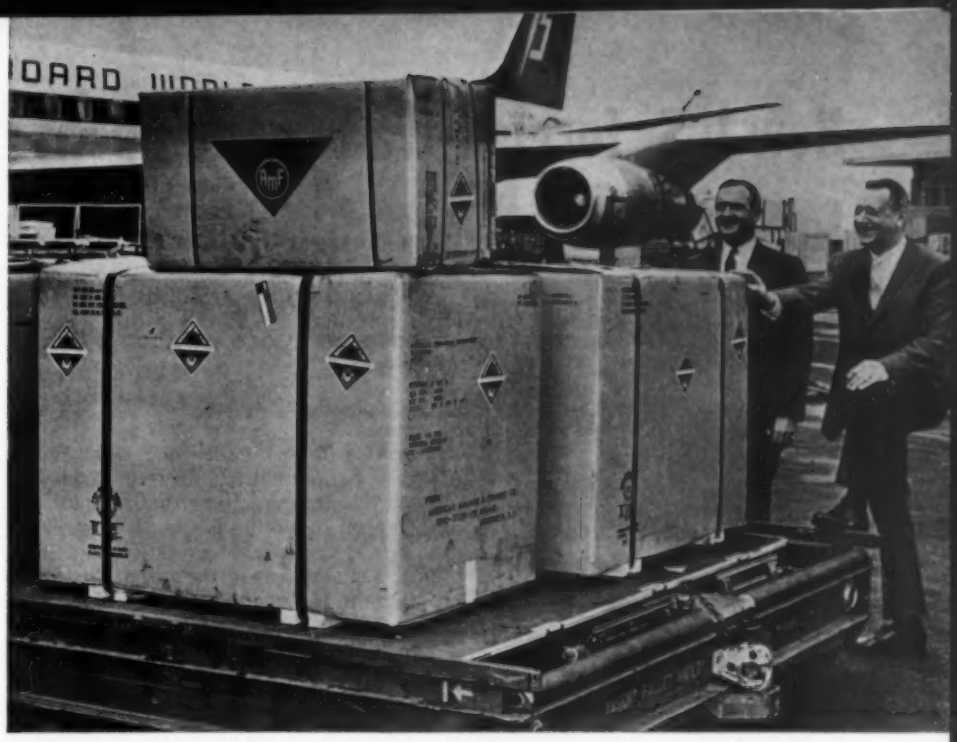
"I am pleased that the direct investment outflow in the first quarter of 1966 of $630 million, seasonally adjusted, has stayed within this range," he commented.

He then turned to the latest data compiled from 692 companies that are participating in the voluntary program, a more complete report than one he released from 618 companies in May (INTERNATIONAL COMMERCE, May 23).

"The total contributions to the balance of payments expected by these participating companies on the selected accounts will be about $17.5 billion in 1966 compared with $15 billion in 1964 and $16.4 billion in 1965," he reported.

"We have also completed an initial tabulation of actual results achieved by 565 companies during the first quarter of 1966 under the voluntary program. These companies represent the bulk of the transactions by all participants and should give a fair indication of how the voluntary program is going so far. Their first quarter results, compared with expectations for the year which they reported earlier, indicate they have accomplished about 25 percent of their predicted performance for the year," the Secretary declared.

A summary of the *Survey of Current Business's* review of first quarter foreign investments by U.S. firms is on page 37.



SPARES BY AIR, FROM BROOKLYN TO TEHERAN IN FOUR DAYS, was the story as three tons of cigarette machinery parts from the American Machine & Foundry Company's World Tobacco Group went to Iran's tobacco monopoly recently. The shipment was the largest to date under the company's new prepaid "Spares by Air" policy. Helping Seaboard World Airlines load the shipment at Kennedy International Airport are AMF export officials George A. Fowlkes (left) and William C. Schneider.

Spanish Customs Journal

The Commerce Clearinghouse has added the International Customs Journal for Spain to the 43 other journals already available for sale to U.S. exporters. These journals were previously only available on a loan basis. The Spanish volume, which was assigned code number PB 170512, is priced at $6 for bound editions and $1.25 for microfiche.

Write: Clearinghouse, U.S. Dept. of Commerce, Springfield, Va., 22151. Attn: Code 410-60.

Lebanon raises duty rates on kraft paper

Lebanon has amended its tariff to raise the duty on certain types of kraft paper and cardboard.

Duty-free treatment for kraft paper intended for the manufacture of bags for cement, asphalt, coal, salt, animal fertilizers and similar bags has been retained.

The new duties are paper or cardboard, unglazed or glazed on one side, not exceeding 350 grams per square meter, 6% ad valorem; and, "other," 18% ad valorem.

METAL FINISHING

A British firm in the deburring and metal finishing field would like to obtain a license from a U.S. company for metal finishing processes, particularly those with special merits or novel features.

The concern claims to supply a wide range of processes for the treatment of metal and plastic components extending to chemical and electro-chemical processes for plating, polishing and ultrasonic cleaning.

Write: Roto Finish, Ltd., Truro House, Mark Rd., Hemel Hempstead, Hertfordshire, England. WTD.

New U.S. foreign-trade zone opens for business at Honolulu Harbor

In central location at crossroads of the Pacific, area provides 41,000 square feet of covered space on Pier 39

Another U.S. foreign-trade zone—this one in Honolulu—was opened for busines on June 15.

The new zone brings the total number of such zones and subzones to nine, the largest number in operation at any one time in the history of the Foreign-Trade Zones Act.

Hawaii as a location for a foreign-trade zone offers special advantages. At the crossroads of the Pacific, the State provides a valuable test market for a wide range of products. Honolulu is said to be the closest point to the ton-mile center of trans-Pacific trade.

Consisting of about 41,000 square feet of covered space, Foreign-Trade Zone No. 9 is located on Pier 39 in the Kapalama Basin section of the Honolulu Harbor. Honolulu Harbor fronts the central business district and the city's major industrial areas, and is skirted by Nimitz Highway which leads directly to the airport. Pier 39 has about 1,000 feet of berthing space on each side with soundings ranging from 33 to 35 feet on either side.

The new zone

The Port of Honolulu serves all of the surrounding Pacific markets—including Asia, Oceania, Australia, and New Zealand—plus North and South America.

Establishment of the foreign-trade zone in Honolulu is an integral element in Hawaii's overall economic development program, and is expected to be instrumental in enlarging the State's international trade.

The zone is operated as a public utility by the State of Hawaii under grant of authority from the U.S. Foreign-Trade Zones Board. For information or application to lease space, **write:** Homer A. Maxey, Jr., Manager, Foreign-Trade Zone No. 9, P.O. Box 300, Honolulu, Hawaii 96809.

Foreign-trade zones are special areas in key business centers of the United States and Puerto Rico where foreign and domestic merchandise, including raw materials, product components, and finished goods, may be brought without being subject to payment of customs duties.

At a foreign-trade zone merchandise may be assembled, packaged, displayed, stored, processed or manufactured and shipped to world markets. It is not subject to customs duties unless and until it actually leaves the zone for entry into the U.S. market.

Other U.S. foreign-trade zones and subzones are operating in New York City, New Orleans, San Francisco, Seattle, Toledo, and Mayaguez and Penuelas in Puerto Rico.

Private French airline will buy jet aircraft

A privately-owned French airline, Union de Transports Aeriens, will purchase two DC 8 jet aircraft, spare parts and equipment from the Douglas Aircraft Company.

Total contract value of the transaction is $18.2 million, of which one-third will be paid in cash. The airline, which operates on routes between Paris and Africa and across the Pacific through the Near East, has been authorized an $11 million loan by the Export-Import Bank.

In addition to the Eximbank financing, Douglas Aircraft Company will extend credit in the amount of 6.7% of the contract price.

The Eximbank loan, which is to be guaranteed by five major stockholders of the airline, will be repayable in 14 semiannual installments beginning in 1968.

Guatemala authorizes imports of milled rice

The Guatemalan Government has authorized the Production Development Institute (INFOP) to import up to 2,500 short tons of milled rice duty-free from countries outside of the Central American area before Aug. 15.

Officials of INFOP planned to begin importing this rice by last May 15. It will all come from the U.S.

Business get-togethers

The U.S. Embassy in Copenhagen is conducting a series of business conferences designed to give U.S. firms operating in Denmark a forum in which to compare notes on local conditions and discuss the problems of operating in the Danish market.

This year's second meeting, held in the Embassy on June 2, was attended by representatives of Allis Chalmers International, Amcel Company of Scandinavia, California Oil of Denmark, Champion Spark Plugs, Crucible Steel International, Dansk Esso, General Motors International and GM Acceptance Corp., Gulf Oil of Denmark, International Harvester, W. C. Leck Associates, Minnesota Mining and Manufacturing, Mobil Oil of Denmark, and Moore-McCormack Lines.

Peru has new rules on fixture imports

By Supreme Resolution of the Peruvian Government, fixtures for bathroom equipment even when imported together with or attached to the equipment, will be classified separately and independently under Peruvian tariff item 84.61.1.01 (Taps and the like (for bathrooms, kitchens, etc.)), with a specific duty of 25.00 soles per gross kilogram (1 sol equals slightly less than U.S. $0.04).

Previously, fixtures imported in the above manner were classified under one of the subitems under tariff item 69.10.0 (sinks, wash basins, bidets, water closet pans, urinals, baths and like sanitary fittings) with a specific duty of 5 soles per gross kilogram. In addition, an ad valorem tax of 30% on the c.i.f. value is charged. This does not, however, represent a change from the ad valorem rate applied under the former classification method.

Ecuador will subsidize agricultural exports

Ecuador has authorized subsidy payments to permit exportation of non-competitive agriculture products. The subsidy would enable exporters to ship at world prices and still make a "reasonable" profit. Commodities to be covered have not been determined, but rice is considered a prime candidate.

49 nations schedule fairs

Chances for U.S. businessmen to sell their products and secure new agents are worldwide

Every six months, INTERNATIONAL COMMERCE publishes a list of world-wide trade fairs to help American manufacturers plan their participation for the coming year—and the year after that.

These fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually, are scheduled for 1966-67, and the management office is located in the host city. Tentative U.S. Government participation by the Department of Commerce is shown by *.

Information is taken from the latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

Write: Bureau of International Commerce, Code 942, Department of Commerce, Washington, D.C. 20230.

Australia

Adelaide

Sept. 1-8. Royal Agricultural and Horticultural Exhibition.

April 2-26, 1969. Royal Adelaide Exhibition. General. 12 Pirie St. Quinquennial.

Brisbane

August 11-20. Agricultural, Industrial and Motor Show. GPO Box 122B, Brisbane.

Melbourne

July 28-August 6. National Boat & Sporting Exhibition. 392 St. Kilda Rd. Box 2689.

August 12-20. Science Teachers' Exhibition.

Sept. 2-10. Int'l Homes Show. Industrial Public Relations Service of Australia (Vic) Pty., Ltd., 392 St. Kilda Rd.

May 1-5, 1967. Business Efficiency Fair. Office Equipment Industry Assoc. of Australia Ltd. (Victoria Div.), 265 Exhibition St., Melbourne, Victoria.

Newcastle

Sept. 7-10. Trades and Industries Fair-Industrial Public Relations Service of Australia (Old) Pty., Ltd., 9 Astor Ct. Warf St., Brisbane. Biennial.

Perth

Sept. 22-29. Royal Agricultural Show. Royal Agricultural Society. 239 Adelaide Terrace.

Feb. 2-8, 1967. Motor Show. Chamber of Automotive Industries, 1111 Hay St., West Perth.

Sydney

August 15-20. International Engineering & Industrial Exhibition. RAS Showgrounds, P.O. Box 4180 G.P.O. Biennial.

August 22-26. Exhibition of Scientific Instruments & Apparatus. P.O. Box 129 Mosman, N.S.W.

Sept. 2-10. Sydney Motor and Boat Show. Chamber of Automotive Industries of New South Wales, 33/39 Riley St.

Sept. 30-Oct. 8. Sydney Homes Exhibition. Industrial Public Relations Service Ltd. Box 4962, G.P.O.

Oct. 31-Nov. 4. International Spring Trade Fair. Clothing Production. Industry. Industrial Public Relations Service of Australia Pty., Ltd., P.O. Box 4180 G.P.O.

May 22-26, 1967. Radio and Electronics Engineering Convention & Exhibition. Box 3120, G.P.O. Sydney, N.S.W.

Surfers Paradise

Sept. 19-23. Australian Timber Congress. 47 Adelaide St., Brisbane.

Austria

Dornbirn

July 16-24. International Export & Trade Fair. Export-und Mustermesse, Realschulstrasse 6.

Graz

October 1-9. International Fair & Exhibition of Breeding Stock. Grazer Messe G.m.b.H. Conrad Hoetzendorf Strasse 67. Semi-annual.

Innsbruck

Sept. 21-25. National Dentist's Meeting. Exhibition of Pharmaceutical & Dental Products. Zahnklinik of Innsbruck Univ. Anichstrasse 35.

Sept. 24-Oct. 2. Export & Samples Fair.

Klagenfurt

August 11-21. Klagenfurt Fair. Timber. Valentin Leitgebstrasse 11.

Ried Im Innkreis

Aug. 26-Sept. 3, 1967. Austrian Agricultural Fair.

Vienna

Sept. 11-18. International Autumn Trade Fair. General. Messepalass 1.

Wels

Aug. 27-Sept. 4. Austrian Agricultural Fair. Messebuero, Wels, Am Messegelande. Biennial (held alternately with Ried, Austria).

Belgium

Brussels

Sept. 13-21. Business Machines Exhibition—only members of association may exhibit. Chambre Syndicate Belge des Fabricants et Agents, Generaux de la Mecanographie.

Oct. 1-5. International Clothing Fair—VESTIRAMA. Leopold II, Laan 44, Ghent.

Oct. 1-6. European Exhibition for Elegance & Rainwear. 52 rue de Progres.

Oct. 8-23. Food & Domestic Equipment Trade Fair. SIMPA. 29-31 Boulevard du Jardin Bontanique Brussels 1.

Nov. 21-26. National Laboratory Equipment Exhibition—LABORAMA. 203 Avenue Slegers. Brussels 15.

Nov. 24-28. Furniture Exhibition. Foire du Meuble, 70 Coudenberg, Brussels 1.

Jan. 8-15, 1967. International Leather Goods Exhibition. Salon de la Maroquinerie, 52 rue de Progres.

Jan. 28-Feb. 5, 1967. International Building & Accessories Exhibition.

Charleroi

Sept. 16-25. International Technical & Industrial Exposition, Avenue de l'Europe. Biennial.

U.S. PRODUCTS IN ACTION give their own sales message at international commercial exhibition.

Oct. 29-Nov. 13. International Household Exhibition. Palais des Expositions Societe Cooperative de Gestion.

Ghent

Sept. 10-25. International Trade Fair. General. Palais des Floralies.

Jan. 27-31, 1967. International Textile & Clothing Ind. Exhibition. TEXTI-RAMA. Konig Leopold II, Laan 44.

Liege

Sept. 10-25. Ideal Home Exhibition & Commercial Fair. 6 Ave. Malvoz.

Bulgaria

Plovdiv

Sept. 18-Oct. 1. International Fair of Plovdiv.* Bulgarian Chamber of Commerce 11 a Stamboliisky, Sofia. Biennial.

Canada

Montreal

Sept. 12-15. Hardware Show. Industrial & Trade Shows of Canada, 481 University Ave., Toronto 2.

Oct. 2-5. Canadian Shoe & Leather Fair. (Canadian exhibitors only). 2081 Aylmer St.

Feb. 27-March 3, 1967. Canadian Toy Fair. Room 1307, 67 Yonge St., Toronto.

April 28-Oct. 27, 1967. Canadian Universal & International Exposition. Canadian Corporation for the 1967 World Fair, Place Ville-Marie.

Sept. 28-Oct. 1, 1967. Canadian Launderers and Dry Cleaners Show. Industrial & Trade Shows of Canada, 481 University Ave., Toronto 2.

Oct. 1-4, 1967. Canadian Shoe & Leather Fair. (Canadian exhibitors only). 2081 Aylmer St.

Oct. 16-20, 1967. Canadian Graphic Arts Show.

Toronto

Aug. 19-Sept. 5. Canadian National Exhibition.

Sept. 19-21. Canadian Chemical & Equipment Exhibition, 1450 Don Mills Rd.

Sept. 26-29. Toronto Fall Gift Show. 443 Mount Pleasant Rd.

Oct. 4-6. National Business Show. 1819 Yonge Street.

Oct. 17-20. International Food Festival. (Held alternately in Montreal and Toronto). Industrial & Trade Shows of Canada, 481 University Ave.

Oct. 24-26. Ontario Hospital Association Exhibition. 24 Ferrand Drive, Flemingdon Park, Don Mills.

Nov. 1-3. National Packaging Exhibition. 25 Merton St. Biennial.

Nov. 11-19. Royal Agricultural Winter Fair. Royal Coliseum, Exhibition Park.

Dec. 5-8. Construction and Public Works Show 481 University Ave.

Feb. 3-11, 1967. Canadian Boat Show. 85 King Street East.

May 1-5, 1967. National Industrial Production Show. 481 University Ave. Biennial.

May 30-June 2, 1967. Plastics Show of Canada. 481 University Ave.

Dec. 4-7, 1967. Process Equipment Show. 481 University Ave.

Vancouver

Aug. 20-Sept. 5. Pacific National Exhibition. Exhibition Park.

May 17-27, 1967. British Columbia International Trade Fair. 785 Hornby St. Triennial.

Colombia

Bogota

Sept. 1-20. International Trade Fair. General. Corporacion de Ferias y Exposiciones S.A., Carrera 40. No. 20-C-67.

Czechoslovakia

Brno

Sept. 11-25. International Trade Fair. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Sept. 12-27. National Stamp Exhibition. Praha 1, Nove Mesto, Jiudrisska 18.

Denmark

Aalborg

Aug. 12-15. Modern Furniture Exhibition. Aalborghall, Reberbansgade 28.

Copenhagen

June 23-July 3. International Food Exhibition. Erhvervenes Udstillingsselskab Bella Centret A/S 64 Hvidkildevej.

June 23-July 3. International Dairy Congress & Exhibition. Federation of Danish Dairy Assns.

Sept. 9-18. International Exhibition of Office Furniture & Business Machines. Universal Fair & Exhibition Services, Ltd. 17 Blaagaardsgade.

Sept. 30-Oct. 16. Exhibition of Hand-Made Furniture. St. Kongensgade 108.

Oct. 21-30. Copenhagen Trade Fair 1966. Erhvervenes Udstillingsselskab Bella Centret A/S, 64 Hvidkildevej.

Feb. 17-26, 1967. Technical Fair of Heating & Ventilation. Julius Thomsens Plads.

April 7-16, 1967. International Exhibition for Automobile Repair & Workshop Equipment—AURA. Julius Thomsens Plads.

April 7-16, 1967. International Fisheries Fair. Universal Fair & Exhibitions Service, Ltd., 17 Blaagaardsgade.

April 27-May 5, 1967. International Packaging Fair. Universal Fair & Exhibition Services, Ltd., 17 Blaagaardsgade.

April 27-May 5, 1967. Scandinavian Transport Fair. Universal Fair & Exhibition Service, Ltd., 17 Blaagaardsgade.

May 16-21, 1967. International Hospital Fair. Fyens Forum, Odense.

Herning

July 6-9. Jutland Agricultural Show. Foreningen af Jydske Landboforeninger, Bispetorvet (Kannikegade 4-6), Aarhus C.

Sept. 2-12. Crafts & Industry Exhibition. A/S Herning-Hallen, 26 Ostergade.

Sept. 9-18. International Exhibition of Office Furniture & Business Machines, 17 Blaagaardsgade.

El Salvador

San Salvador

Nov. 5-Dec. 4. International Fair of El Salvador. San Salvador.

Finland

Helsinki

Sept. 15-25. International Trade Fair.* General. Finnish Fair Corp. Helsinki-Toolo. Biennial.

Oct. 28-Nov. 6. International T.V. & Radio Show. Finnish Fair Corporation, Toolo.

Feb. 10-19, 1967. Boat & Camping Exhibition. Suomen Messut, Toolo.

France

Besancon

Sept. 3-12. International Timepiece Exhibition. 54 Grande Rue.

Bordeaux

June 16-27. International Trade Fair. 12 Place de la Bourse.

Oct. 2-10. Third Radio and T.V. Exhibition. 12 Place de la Bourse. Biennial.

Oct. 29-Nov. 11. Household Electrical Equipment and Furniture Exposition. 12 Place de la Bourse.

Colmar

Aug. 11-21. Alsatian Wine Fair. 1 Place de la Gare, Haut-Rhin.

Dijon

Oct. 29-Nov. 13. International Fair of Food, Wine & Gastronomy. Palais des Expositions, Boulevard de Champagne.

Lille

Oct. 30-Nov. 13. Household Comfort Regional Exhibition. Palais de la Foire.

Lyon

Sept. 17-26. National Radio and T.V. Exhibition. Palais de Congres. Biennial.

Oct. 1-4. European Furniture Salon—MEUROPAM. Palace of Engineering, PRO-MEUROPAM — Furniture upholstery material—held concurrently.

Oct. 8-11. European Furnishing Market. MEUROPAM.

April 1-10, 1967. International Trade Fair. General. Quai a Lignon.

Marseilles

Sept. 22-Oct. 3. International Fair. Foire Internationale de Marseilles. Parc Chanot.

Metz

Sept. 28-Oct. 9. International Trade Fair. General. 1 Avenue de l'Amphitheatre.

Nov. 10-14. International Poultry Exhibition. General. 1-3, Avenue de l'Amphitheatre.

March 20-April 9, 1967. International Trade Fair.

Montpellier

Oct. 8-18. International Viticultural and Wine Fair. Parc du Polygone.

Nancy

Oct. 6-11. International Material Show for Professional Safety. Rue des Dominicains. Parc des Expositions.

Oct. 6-11. International Firefighting & Fire Prevention Equipment Exhibition. 7 rue des Dominicains.

Oyonnax

May 24-30, 1967. International Plastics Exhibition.

Paris

Sept. 8-13. International Leather Week. 2 rue Edouard VII.

Sept. 11-14. International Confectionery Show. 48 Ave. des Villiers.

Sept. 11-19. Jewelry & Goldsmith's Arts & Fancy Goods. 10 rue Charlot.

Oct. 6-11. International Safety Exhibition. Professional and Industrial Safety.

Oct. 6-16. International Automobile & Cycle Show. Grand Palais Porte J. 34, Boulevard Haussmann.

Oct. 6-16. International Commercial Motor, Motorcycle & Caravan Show.

Oct. 13-22. International Office Equipment Fair—SICOB. 6 Place de Valois.

Oct. 13-24. International Technical Exhibition of Hotel & Catering Equipment, 13 rue de Liege.

Oct. 29-31. Camping & Fishing International Exhibit. SPODEX, 149 rue St. Honore.

Oct. 30-Nov. 13. Children's Show. 11 rue Anatole de la Forge. Games and toys.

Nov. 5-8. Children's Clothing Show. 11 rue Anatole de la Forge.

Nov. 5-10. Women's Ready to Wear Show. 23 rue Notre Dame des Victories. Semi-annual.

Nov. 13-21. International Packaging Exhibition.* 3 rue la Boetie. Biennial.

Nov. 13-21. International Exhibition of Equipment for Food Industry. 121 Boulevard Haussmann. Biennial.

Nov. 13-21. International Food Products Exhibition (part of Food Equipment Show). 121 Boulevard Haussmann. Biennial.

Nov. 13-21. Food Processing Equipment (part of Food Equipment Show). 121 Boulevard Haussmann. Biennial.

Nov. 13-21. International Bottling Equipment & Related Industries Exhibition. 121 Boulevard Haussmann. Biennial.

Nov. 13-21. International Dairy Equipment Show. 121 Boulevard Haussmann (part of Food Equipment Show). Biennial.

Nov. 13-21. International Exhibition of Techniques & Materials for Meat Industry. 42 rue de Louvre.

Jan. 15-23, 1967. Jewellery & Goldsmith's Arts & Fancy Goods Exhibition. 10 rue Charlot.

Jan. 18-23, 1967. Exhibition of Artistic Workshops. 45 rue des Petites Ecuries.

Jan. 20-25, 1967. International Furniture Exhibition. 22 Avenue Franklin Roosevelt.

Feb. 5-11, 1967. International Toys and Games Exhibition. 93 rue de Turenne.

Feb. 12-14, 1967. European Men's Wear Exhibition. 8 rue de Richelieu.

ON-SPOT BUSINESS DISCUSSIONS aimed at sales are initiated through American trade fair displays.

March 9-14, 1967. International Hi-Fi & Stereophonic Equipment Exhibition. 16 rue de Presles.

April 14-21, 1967. International Exhibition of Measurement, Control, Regulation & Automation—MESUCORA.* 40 rue du Colisee. Held irregularly.

May 26-June 4, 1967. Paris Air Show.* Aircraft Components & Support Equipment.

June 18-23, 1967. Exhibition of Artistic Workshops. 45 rue des Petites Ecuries.

June 1967. Paris International Aviation & Space Salon. 6 rue Galilee. Biennial.

September 1967. International Radio, T.V. & Phonograph Exhibition. Porte de Versailles.

May 1968. International Energy Salon. 40 rue du Colisee. Quadrennial.

Strasbourg

Sept. 1-12. International Trade Fair. Hotel de Ville, 9 rue Brulee.

Germany

Berlin

June 24-July 5. International Film and Television Fair. Bundesalle 1-12.

Sept. 21-Oct. 2. German Industries Exhibition. Messedamm 22.

Nov. 4-13. German Catering, Confectionery & Food Exhibition. Messedamm 22.

Nov. 5-21. International Book Exhibition. Messedamm 22.

Dec. 3-18. Christmas Fair. Messedamm 22.

Jan. 27-Feb. 5, 1967. International Green Week. Messedamm 22.

Aug. 25-Sept. 3, 1967. German Radio Exhibition. Radio, T.V. and Records. Messedamm 22.

Cologne

July 4-8. International Millinery Exhibition—IFADA. Fachverband Hutindustrie e.V. Schildergasse 41-45, 5 Cologne 4.

Aug. 26-28. Men's Fashion Week. Messe und Ausstellungs G.m.b.H., 5 Cologne.

Sept. 9-11. International Trade Fair. (Household goods and hardware). Messe und Ausstellungs G.m.b.H. 5 Cologne. Semi-annual.

Sept. 15-18. International Fair of Lingerie & Foundation Garments. Messe und Ausstellungs—G.m.b.H. Postfach 140.

Sept. 24-28. International Bicycle & Motorcycle Exhibition. IFMA. Biennial. Messe und Ausstellungs G.m.b.H., 5 Cologne.

Oct. 1-9. International Photographic & Motion Picture Exhibition—PHOTOKINA. Messe und Ausstellungs G.m.b.H., 5 Cologne. Triennial.

Oct. 14-16. International Babies and Children's Fair. Postfach 140.

Oct. 23-25. International Fair for Sporting Goods, Camping Requirements—SPOGA. Messe und Ausstellungs G.m.b.H., 5 Cologne.

Feb. 23-26, 1967. International Household Goods and Hardware Fair. Semi-annual.

June 3-11, 1967. International Civil Defense Exhibition.

Aug. 25-27, 1967. International Men's Fashion Week.

Sept. 8-10, 1967. International Household Goods & Hardware Fair. Semi-annual.

Oct. 25-30, 1967. International Trade Exhibition on Reprography.

Jan. 23-28, 1967. International Furniture Fair.

Dortmund

June 3-11, 1967. International School Exhibition. Schonhauser Str. 15.

Duesseldorf

Aug. 20-28. International Foundry Trade Fair—GIFA. NOWEA, Messegelande.

Sept. 15-18. Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

Sept. 24-26. European Footwear Sample Show. Messegelande 4, Dusseldorf.

Oct. 23-26. Sales & Fashion Week of Ladies' Outer Garments Industry—IVM. Schaferstrasse 25.

May 26-June 8, 1967. International Printing & Paper Fair—DRUPA. NOWEA, Messegelande.

October 1967. KUNSTSTOFFE—International Trade Fair for Plastics. NOWEA, Messegelande.

Oct. 9-15, 1968. International Exhibition of Instrument & Automation. INTERKAMA.

Essen

Sept. 17-25. German Building Exhibition—DEUBAU. Norbertstrasse.

Oct. 5-9. International Caravan Exhibition. Gemeinnutzige Ausstellungsgesellschaft. Norbertstrasse 2.

Frankfurt

Aug. 28-Sept. 1. Frankfurt International Fair. Friedrich-Ebert-Anlage 57. Semi-annual.

Aug. 28-Sept. 1. Trade Fair for Interior Decoration and Floor Covering. Friedrich-Ebert-Anlage 57. Postfach 7726.

Sept. 11-13. Ladies Clothing Exhibition. Stressemannalle 35-37.

Sept. 22-27. International Book Fair. Auslands und Messeburo, Kleiner Hirschgraben.

Oct. 12-15. Office Supplies Exhibitions.

Nov. 29-Dec. 2. INTERSTOFF. Clothing and Textiles. Semi-annual. Friedrich-Ebert-Anlage 57.

Feb. 26-March 2, 1967. International Spring Fair.

April 1-9, 1967. International Sanitary & Heating Exhibition.

June 21-29, 1967. Chemical Engineering Congress & Exhibition.* ACHEMA, DECHEMA. Postfach 7746.

Aug. 27-31, 1967. International Autumn Fair.

Sept. 14-26, 1967. International Automobile Exhibition. Westendstrasse 51. Biennial.

Friedrichshafen

Oct. 1-9. Lake of Constance International Boat Show. 799 Friedrichshafen, Bodensee.

Hamburg

Aug. 19-28. International Food & Delicatessen Fair.

Sept. 10-11. Textile and Clothing Fair.

Oct. 29-30. Fashion and Clothing Exhibition.

Proven results

Commercial trade fairs continue to produce impressive results for participating U.S. firms.

This is particularly true of the fairs in which The Bureau of International Commerce participates. A good reason is intensive market promotion.

To bring in the trade, a specialized campaign identifies the best business prospects—the buyers, agents, distributors, users—for the featured product line and invites their attendance to the fair.

Exhibitors seeking sales representation are assisted in their efforts to meet well qualified potential agents and distributors. Staff support to handle exhibitor's press contacts and product releases is also provided.

In March 1966, the first solo U.S. Commercial Exhibition in Madrid, Spain, resulted in immediate & estimated sales of more than $14,000,000. Commercial & Industrial Refrigeration Equipment was featured. Market research & market promotion were key elements in a resounding success.

Hanover

Aug. 27-Sept. 11. International Police Exhibition. Deutsche Messe und Ausstellungs AG., Messegelande, 3 Hanover.

Sept. 3-11. Ideal Home Exhibition. Stadthalle, Schillstrasse.

Oct. 1-9. Hotel & Catering Trades Exhibition. Amt. for Verkehrs-fordering, Friedrichswall 5.

Jan. 21-29, 1967. International Building Trades Exhibition.*

April 29-May 7, 1967. Hanover Fair.*

September 1967. European Machine Tool Exhibition. Verein Deutscher Werkzeugmaschinenfabriken e.V. (VDW) am Hauptbahnhof 6, 6 Frankfurt/M.

Karlsruhe

Aug. 27-Sept. 3. German Pharmaceutical Exhibition. Ausstellungs Festplatz 1.

Leipzig

June 12-July 10. International Agricultural Fair.

Sept. 4-11. Leipzig International Autumn Fair. General. Leipziger Messeamt, Hainstrasse 18. Semi-annual.

March 5-14, 1967. International Spring Fair.

Sept. 3-10, 1967. International Autumn Fair.

March 3-12, 1968. International Spring Fair.

Sept. 1-8, 1968. International Autumn Fair.

Lippstadt/Westphalia

Oct. 15-23. Westphalian Industry Exhibition. Ausstellungsdienst Horstkinold, 899 Bodolz/Lindan B.

Munich

July 4-9. International Dairy Machinery Exhibition of DIG.* Deutsche Landwurtschafts G.m.b.H. Frankfurt/Main, 16 Zimmerweg.

July 26-30. International Exhibition VI International Congress on Clinical Chemistry. 8000 Munich 49.

Aug. 14-19. International Exhibition of Ophthalmological Equipment. Kongressbuero, 8 Muenchen 12, 8 Beethovenstrasse.

Sept. 3-9. International Sewage Engineering Exhibition. Messe-und Ausstellungs-Gesellschaft. m.b.H. Theresienhohe 13.

Sept. 17-25. International Exhibition of Groceries & Delicatessen. 8000 Munich 12, Theresienhohe 13.

Oct. 17-22. Scientific Congress of Physicists & Exhibition.

Oct. 19-22. Trade Exhibition of Office Equipment and Furniture. Theriesenhohe 13.

Oct. 20-26. ELECTRONICA—Electric components. Baumusterschau, 8 Muenchen 25, 16 Radlkoferstrasse.

March 11-19, 1967. International Exhibition of Building Machinery. BAUMA.

Sept. 15-24, 1967. International Exhibition of Tourism, Hotel and Catering Trades Show. Verein Ausstellungspark Munchen e.V. Theriesenhohe 14.

Neumunster

Sept. 24-Oct. 2. North-German Fair of Building, Building Material & Building Equipment. Norddeutscher Baumarkt, Muhliusstrasse 30, 2300 Kiel.

Nuremberg

Feb. 12-17, 1967. International Toy Fair.

Offenbach

Aug. 27-Sept. 1. International Leather Goods Fair. Kaiserstrasse 108-112, 605 Offenbach/Ml.

Feb. 25-March 2, 1967. International Leather Goods Fair.

Offenburg/Baden

Sept. 30-Oct. 9. Upper-Rhine Fair. Messeamt, Hauptstrasse, Rathaus.

Pirmasens

April 22-27, 1967. Footwear, Leather, & Machinery Fair. Dankelbach Strasse 19, 678.

Saarbrucken

Sept. 16-25. "World of the Family" (Consumer Goods) Exhibition. International Saar Trade Fair. 66 Saarbrucken, Messegelande.

Stuttgart

Sept. 3-11. International Viniculture Exhibition & Congress. Stuttgarter Ausstellungs—G.m.b.H. Am. Kochenhof 16, 7000 Stuttgart.

Sept. 23-27. International Druggists Fair —INDROFA 66. Stuttgarter Ausstellungs G.m.b.H., 7000 Stuttgart N.

March 1-5, 1967. International Oil & Gas Heating Fair—INTHERM. Federal Assn. for Oil & Gas Heating, 741 Reutlingen/Wuert, Mozartstrasse 60.

April 8-16, 1967. International Hotel & Catering Trades Exhibition.

June 8-11, 1967. International Revolving Shutter Products Fair. Shutters, louvers, awnings. 8 Stuttgart 1. Biennial.

Nov. 7-12, 1967. Resistance Welding & Microseaming Exhibition.

May 11-19, 1968. International Bakery Exhibition. Stuttgarter Ausstellungs—G.m.b.H. Am Kochenhof 16, 17 Stuttgart.

Wiesbaden

Sept. 11-17. International Exhibition and Congress of the International Society for Rehabilitation of the Disabled. Rhein-Main-Hulle, Rheinstrasse 20, 6200 Wiesbaden.

Great Britain

Bath

Jan. 9-13, 1967. West Country Hotel Catering & Licensed Trades Exhibition.

Belfast

Aug. 31-Sept. 17. Ideal Home Exhibition.

INTERESTING EXHIBITION TECHNIQUES, such as recorded messages, are used at U.S. sponsored shows.

19 Compton Terrace, London N.1.

Birmingham

Sept. 28-Oct. 22. Ideal Home Exhibition. Colmore Circus. Birmingham Post & Mail Exhibitions Ltd.

Nov. 23-24. Cattle and Poultry Show. Bingley Hall.

Feb. 17-March 4, 1967. Birmingham Boat & Holiday Show. Boat Shows Ltd., 167 Garrison Lane.

Blackpool

July 26-28. Royal Lancashire Agricultural Society's Show. Showground, East Park Drive.

Sept. 29-Oct. 1. P.O.A. Minibition. York House, Westminster Bridge Road, London, S.E.1.

Oct. 4-7. Exhibition of Street Lighting Apparatus & Equipment. Association of Public Lighting Engineers, Westminster, London, S.W.1.

Oct. 18-20. Ice Cream Trade Conference & Exhibition. 90/94 Gray's Inn Road, London, W.C.1.

Oct. 18-20. The Northern Club Trade Fair. 3 Racquet Court, Fleet Street, London, E.C.4.

Jan. 16-19, 1967. International Slipper Fair. 84-88 Great Eastern Street, London, E.C.2.

Jan. 24-26, 1967. Northern Amusement Equipment & Coin-Operated Machine Exhibition. Bostel House, West Street, Brighton, Sussex.

Feb. 6-10, 1967. International Gifts Fair. 185-187 High Road, Chadwell Heath, Essex.

Feb. 20-25, 1967. Northern Hotel, Catering & Licensed Trades Exhibition. Bostel House, Brighton, Sussex.

Bolton

Oct. 26-Nov. 5. Home & Trade Exhibition. Holly House, Rhiwderin, Nr. Newport, Mon.

Bournemouth

Jan. 17-20, 1967. Southern Gifts & Fancy Goods Fair. 371 Charminster Road, Hants.

Brighton

July 15-23. Antiques Fair. 174a Kensington Church St., London, W.8.

Sept. 5-10. International Brewers & Allied Trades Exhibition. 25 Ship Street, Brighton, Sussex.

Sept. 17-24. Sussex/Normandy Industries Exhibition. Seven Dials Corner, Brighton 1.

Sept. 26-30. British Veterinary Association Exhibition. 7 Mansfield Street, London, W.1.

Nov. 1-3. National Housing & Town Planning Exhibition & Conference. High Street, Croydon, Surrey.

Nov. 14-18. Storage Exhibition. Cont. Exhibitions, Ltd. 4 New Burlington St., London, W.1.

Nov. 28-Dec. 1. International Horticultural Trade Exhibition — HORTEX. Lintex Ltd., 226 Grand Bldgs., Trafalgar Sq., London, W.C.2.

Jan. 29-Feb. 2, 1967. British Toy Fair. Regent House, 89 Kingsway, London, W.C.2.

Feb. 6-11, 1967. Southern Hotel, Catering & Licensed Trades Exhibition. Bostel House, Brighton, Sussex.

Feb. 15-25, 1967. Southern Counties Home Life Exhibition. 8 Salisbury Road, Leicester.

April 24-28, 1967. International Exhibition & Conference of Freight Movement & Handling. Green Dragon House, High Street, Croydon.

May 15-18, 1967. International Rubber Conference & Exhibition — RUBBEREX. David House, 69-77 High Street, Croydon, Surrey.

Bristol

Aug. 30-Sept. 2. Christmas Gift & Toy Trade Fair. 371 Charminster Rd., Bournemouth.

Sept. 7-17. Ideal Homes & Trades Exhibition. 8 Boverton Drive, Brockworth, Gloucester.

Builth Wells

July 19-21. Royal Welsh Show. Llanelwedd, Builth Wells, Rads.

Cambridge

Sept. 17-24. Home & Trades Exhibition. 128 Mashiters Walk, Komford, Essex.

Cardiff

Sept. 8-10. Horticultural Show. Parks Dept., Wedal Road, Roath Park, Cardiff.

Sept. 16-24. Industries Exhibition for Wales. Holly House Rhiwderin, Nr. Newport, Mon.

Oct. 20-22. Hotels & Catering Trades Exhibition. 47 Cambridge Gardens, Beaufort, Newport.

Coventry

Aug. 24-Sept. 3. Home & Trade Exhibition.

Eastbourne

Oct. 25-27. Rating & Valuation Conference & Exhibition. 29 Belgrave Square, London, S.W.1.

Farnborough

Sept. 5-11. Flying Display & Exhibition. 29 King Street, St. James, London, S.W.1.

Gloucester

July 23-Aug. 6. Ideal Homes & Trades Exhibition. 8 Boverton Drive, Brockworth, Gloucestershire.

Harrogate

July 12-14. Great Yorkshire Show. (agricultural, machine, trade stands, livestock, horticulture, wool, hives, honey). Yorkshire Agricultural Society, Cliftonfield, Shipston Rd., York.

July 18-21. Gift Fair. Hagg St., Colne, Lancashire.

AUSTRIA'S MINISTER OF FINANCE (second from left) was one of the guests at the American pavilion at the Vienna International Trade Fair. Many potential buyers examined U.S. food supply equipment.

Sept. 27-29. NAO Men's & Boys' Wear Exhibition. National Association of Outfitters, 21 Cavendish Place, London W.1.

Sept. 8-15. Northern Antique Dealers' Fair. 408 Leeds Rd., Bradford 3, Yorkshire.

Sept. 6-9. Northern Floor Covering Fair. Industrial & Trade Fair, Ltd., Commonwealth House, 1-19 New Oxford St., London, W.C.1.

Jan. 7-12, 1967. International Toy Fair. Finsbury Court, London, E.C.2.

Feb. 14-16, 1967. Domestic Electric Appliance Exhibition. Trafalgar Buildings, 1 Charing Cross, London, S.W.1.

Leeds

Sept. 28-Oct. 8. Beer, Wines & Spirits Trade Fair. Modern Exhibition Services, Ltd., Queen's Hall, Sovereign St.

Oct. 25-28. Educational Equipment Exhibition. 1 Devonshire Place, London, W.1.

Nov. 10-12. Northern Livestock Show. 16 Oakburn Road, Ilkley, Yorks.

Sept. 20-30, 1967. Yorkshire Food Fair. Queen's Hall, Sovereign Street, Leeds 1.

Leicester

Sept. 14-24. East Midlands & Leicester Home Life Exhibition. 8 Salisbury Road, Leicester.

April 19-20, 1967. East Midlands Catering Exhibition. 2 St. Albans Road.

Liverpool

July 14-16. Liverpool Show. Horticultural, agricultural and domestic trade exhibits. 94/96 Dale Street, Liverpool 2.

Aug. 9-20. Brighter Homes and Do-It-Yourself Exhibition. Furniture and household equipment. City Hall, Deansgate, Manchester 3.

Londonderry

Sept. 21-30. Ideal Home Exhibition. 23 Crawford Square.

London

July 5-8. International Optical Trade Fair. Ophthalmic Exhibitions, Ltd. Columbia House, 69 Aldwych.

July 5-8. International Official Trade Fair, Hospital and Medical. Ophthalmic Exhibitions, Ltd., Columbia House, 69 Aldwych.

July 6-12. "Ship's Gear International." Exhibition for suppliers of Ship-Building, Repair, and Marine Engine Building Equipment. Municipal and Industrial Exhibitions Ltd., 3 Clements Inn, Strand, London, W.C.2.

July 14-23. International Laundry, Dry Cleaning & Allied Trades Exhibition. F. W. Bridges & Sons, Ltd., Commonwealth House, 1-19 New Oxford St. Quadrennial.

July 20-23. Industrial Cleaning & Maintenance Trades Fair. 9 Castle Place, High, Wycombe, Bucks.

Aug. 21-25. British Musical Instrument Trade Fair. 8 Hollywood Way, Woodford Green, Essex.

Sept. 1-15. Kensington Antiques Fair. 2 Lansdourne Crescent, London, W.11.

Sept. 1-17. British Food Fair. 3 Lygnon Place. Biennial.

Sept. 3-10. New Homes Show. 199 Strand London, W.C.2.

Sept. 5-10. International Watch & Jewellery Trade Fair. 1-19 New Oxford Street, London, W.C.1.

Sept. 9-24. International Handicrafts, Homecrafts & Hobbies Exhibition. Link House, Dingwall Ave., Croydon, Surrey.

Sept. 12-16. Fluid Power International Exhibition (hydraulic, pneumatic and related control equipment). Commercial Exhibition, Ltd., The Tower, Shepherds Bush Road. Biennial.

Sept. 13-15. Modern Teaching Aids Exhibition — NAVEX 66. 33 Queen Anne's Street, London, W.1.

Sept. 13-22. European Do-It-Yourself Trade Fair. 52 Shaftesbury Ave.

Sept. 19-23. Exhibition of Manufactured Boards & Decorative Surfaces. 3 Racquet Court, Fleet Street.

Sept. 19-23. International Exhibition on Engineering for Road & Traffic Networks. 34-40 Ludgate Hill.

Sept. 23-Oct. 1. International Commercial Motor Transport Exhibition. Forbes House, Halkin St. Biennial.

Sept. 27-29. International Cabinet-Styling Accessories Exhibition. 49 Russell Square.

Oct. 3-6. Shoes for Spring Exhibition. 72 Dean St.

Oct. 3-7. International Plumbing & Central Heating Exhibition. 71 Broad St., Birmingham 1.

Oct. 4-12. Business Efficiency Exhibition (business machines and equipment). 109 Kingsway.

Oct. 5-15. Autumn Antiques Fair. 21 George Street, St. Albans.

Oct. 10-14. Export Services Exhibition and Conference. 96 Hatton Garden.

Oct. 11-12. Ultrasonics in Industry Conference & Exhibition. Dorset House, Stamford Street.

Oct. 17-21. Food Packaging Exhibition. B.P.S. Exhibitions Ltd., 6 London St. Biennial.

Oct. 19-29. International Motor Exhibition. Cars, Accessories and Transport Service Equipment. Forbes House, Halkin Street. Annual.

Oct. 24-28. International Timber Exhibition—TIMBEX. Trades Exhibitions, Ltd., Exhibition House, Spring St.

Oct. 25-28. Royal Dairy Show. 17 Devonshire St.

Oct. 30-Nov. 3. NCWA Junior Fashion Fair. National Children's Wear Assn., 40-42 Oxford St. Semi-annual.

Oct. 30-Nov. 3. Children's & Teenage Fashion Show. 92 New Cavendish Street.

Nov. 7-10. British Sports Trade Fair.

SPECIALIZED AUDIENCES, invited by pre-exhibition market promotion officers, meet U.S. companies.

Association of Fishing Tackle Makers, 145 Oxford St.

Nov. 13-20. International Cycle & Motorcycle Show. Starley House, Eaton Road, Coventry.

Nov. 14-19. Public Works & Municipal Services Congress & Exhibition. Municipal Agency, Ltd., 3 Clement's Inn, Strand. Biennial.

Nov. 15-18. International Reinforced Plastics Exhibition. Technical Exhibitions Ltd., 3 Clement's Inn, Strand. Biennial.

Nov. 29-Dec. 1. Amusement Trades Exhibition. Harmsworth House, Bouverie St.

Dec. 5-9. Royal Smithfield Show & Agricultural Machinery Exhibition. Forbes House, Halkin St.

Dec. 7-9. International Poultry Show. Dorset House, Stamford St.

Dec. 11-15. Wholesale Buyers' Gift Fair. 185-187 High Rd., Chadwell Heath.

Jan. 3-14, 1967. International Boat Show. 31 Great Queen St.

Jan. 4-14, 1967. Racing Car Show. 347 Goswell Road.

Jan. 10-13, 1967. National Furnishing & Interior Decorating Exhibition. 67/9 Chancery Lane.

Jan. 23-27, 1967. International Lighting Exhibition—LITESHOW. 7 Dering St.

Jan. 29-Feb. 2, 1967. Leathergoods Luggage & Handbag Fair. 9 St. Thomas St.

Jan. 30-Feb. 3, 1967. International Hardware Trades Fair. Universal Exhibitions, Ltd., 9 Castle Place, High Wycombe, Buckinghamshire.

Feb. 3-11, 1967. Camp & Outdoor Life and Holiday & Travel Exhibition. Exhibition House, Spring St.

Feb. 20-23, 1967. International Display Market Week. 2 Caxton St.

Feb. 27-March 3, 1967. Interior Design & Furnishing Exhibition. Carpet, Linoleum, and Floor Coverings Fair—CARPEX '67. 1-19 New Oxford St.

Feb. 27-March 3, 1967. International Men's & Boys' Wear Exhibition. 1-19 New Oxford St.

March 13-17, 1967. International Laboratory Apparatus & Materials Exhibition. U.T.P. Exchange, Ltd., 3 Racquet Court, Fleet St.

March 13-18, 1967. International Med. Engineering & Automation Exhibition. MEDEA '67. 9 Argyll St.

March 14-17, 1967. Effluent & Water Treatment Exhibition & Convention. 3 Clements Inn.

April 3-7, 1967. Dairy Engineering Exhibition. Trades' Markets & Exhibitions Ltd., 623/4 Grand Buildings, Trafalgar Square.

MODERN MEDICAL EQUIPMENT such as this Stryker bed was on display at the International Hospital Exhibition in Stuttgart, Germany, May 11-14, 1966. Projected sales from this show total $3 million.

April 3-7, 1967. Food Machinery Exhibition. 1-19 New Oxford St.

April 7-15, 1967. National Stamp Exhibition. 27 John Adam St.

April 12-22, 1967. Spring Antiques Fair. 21 George Street, St. Albans, Herts.

April 17-20, 1967. Physics Exhibition. 47 Belgrave Square.

April 25-May 4, 1967. Lighting Exhibition. 1-19 New Oxford St.

April 25-May 4, 1967. London International Engineering Exhibition.* Commonwealth House, 1-19 New Oxford St.

May 15-20, 1967. International Photo Fair. British Organizers Ltd., 113 Sutton Court. Biennial.

May 22-26, 1967. International Packaging Exhibition—PAKEX.* 1-19 New Oxford St.

May 23-26, 1967. Premium Promotions & Sales Incentives Exhibition. 96 Hatton Garden.

May 23-26, 1967. Radio & Electronic Component Show. Industrial Exhibitions Ltd., 9 Argyll St.

June 1-7, 1967. World Fishing Exhibition. The Towers, Shepherds Bush Rd. Biennial.

June 5-9, 1967. International Hospital Equipment & Medical Services Exhibition. 14 New Burlington St. Biennial.

June 21-July 1, 1967. International Plastics Exhibition. Lliffe Exhibitions, Ltd., Dorset House, Stamford St. Biennial.

Sept. 26-29, 1967. International Filtration Exhibition. FILTECH Exhibition, Ltd., 1 Katherine Street, Croydon, Surrey. Biennial.

Oct. 2-11, 1967. Business Efficiency Exhibition. 109 Kingsway.

Oct. 4-14, 1967. Autumn Antiques Fair. 21 George Street, St. Albans, Herts.

Oct. 18-28, 1967. International Motor Exhibition. Forbes House, Halkin St. Annual.

Nov. 15-19, 1967. International Building Exhibition. Building Trades Exhibition Ltd., 11 Manchester Square. Biennial.

November 1967. Industrial Photographic & T.V. Exhibition. Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford St. Biennial.

Dec. 4-8, 1967. Agricultural Machinery Show. Forbes House, Halkin St.

April 22-25, 1968. SHOPSHOW & Meat Industry Exhibition. Dorset House, Stamford St. Biennial.

June 1968. International Machine Tool Exhibition. 25-28 Buckingham Gate. Quadrennial.

Oct. 29-Nov. 3, 1968. British Dental Trades Exhibition. 14 Clifford St.

Manchester

July 5-7. Natural Aids to Better Health Exhibition. 11-13 Bridge Street West.

Aug. 15-18. British Furniture Manufacturers Trade Exhibition. 17 Berners St., London, W.1.

Sept. 7-9. Industrial Training Exhibition. 11-13 Bridge Street West.

Sept. 12-17. Heating, Ventilating & Industrial Equipment Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

Sept. 13-17. Domestic Heating & Home Insulation Exhibition. 11-13 Bridge Street West.

Oct. 11-13. Laboratory (Chemistry) Techniques Exhibition. Royal College of Advanced Technology, Salford 5.

Oct. 11-22. Building Trades Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate. Biennial.

Nov. 8-19. Do-It-Yourself & Hobbies Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

Feb. 28-March 18, 1967. Brighter Homes Exhibition. City Hall, Deansgate.
April 17-21, 1967. Business Efficiency Exhibition. 109 Kingsway, London, W.C.2.
May 9-19, 1967. International Safety Exhibition. Sunlight House, Quay St.
Sept. 12-23, 1967. Food, Cookery & Catering Exhibition. City Hall, Deansgate.

Melton Mowbray

Oct. 11-13. Inspection & Testing Equipment Exhibition.

Monmouth

Nov. 2-5. Ideal Homes & Trades Exhibition. 8 Boverton Drive, Brockworth, Gloucester.

Newcastle-Upon-Tyne

Aug. 2-6. Tynside Summer Exhibition. City Exhibition Center, Town Hall.
Oct. 19-29. Modern Home Exhibition. 52 Shaftesbury Avenue, London, W.1.

Norwich

June 29-30. Royal Norfolk Agricultural Show.
May 2-6, 1967. Antiques Fair. 8 Boverton Drive, Brockworth, Gloucester.

St. Helier

March 7-11, 1967. Hotel & Caterers Exhibition. 2-4 New Street.

Scarborough

Sept. 20-23. Association of Public Health Inspectors Exhibition. 3 Clements Inn, London, W.C.2.
Oct. 24-26, 1967. National Housing & Town Planning Exhibition & Conference. Green Dragon House, High St., Croydon, Surrey.

Worthing

Sept. 21-Oct. 1. Ideal Homes Exhibition. 11 Liverpool Terrace.

Greece

Athens

Oct. 12-30. Modern Home Exhibition. 12 Alexandrou Soutsou St.

Thessaloniki

Sept. 4-25. International Fair of Thessaloniki. General. Fair Management.

Hong Kong

Oct. 31-Nov. 11. Light Industry Equipment.* U.S. Solo Exhibition.

Hungary

Budapest

May 1967. Budapest Industrial Fair. General. Budapest Exhibition Office, Budapest XIV, Varosliget.

India

Madras

Dec. 25-Jan. 31, 1967. Indian International Trade & Industries Fair. All India Manufacturer's Organization, Delhi State Bldg., 30 Feroz Show Rd., New Delhi.

Kashmir

Sept. 1-Oct. 1. Industrial Exhibition. Industrial Exhibition Committee, Srinagar, Kashmir.

New Delhi

Dec. 4-9. International Foundry Congress. 107 Golf Links.

Iraq

Baghdad

Oct. 1-30. Baghdad Fair.

Between shows

An export sales method which is becoming more popular is using the display space of United States Trade Centers between their regularly scheduled shows.

How can the U.S. manufacturer reserve the display space of the centers for between-show exhibits?

Simple. Contact the trade center director directly. The government will not do any market surveys or publicity, however. All expenses must be met by the exhibitor.

Directors of the trade centers are:

Bangkok—John Geyerman (acting); Frankfurt—Wolfgang Robinow; London, Donald S. Kilby; Milan—Martin Stahl; Stockholm—Stephen Duncan-Peters; and Tokyo—T. Howard Peters.

The six centers operate eight to ten regularly scheduled shows each year. The interval between shows last two or three weeks. Additional time throughout the year also is allotted for rotating window displays and solo exhibits by U.S. firms.

Ireland

Dublin

Aug. 30-Sept. 10. Ideal Homes Exhibition. 20 Merrion Square.
Sept. 26-30. Irish Packaging Exhibition. 41 Wellington Place.
Oct. 18-20. Scientific & Technical Exhibition. Ball's Bridge.

Israel

Tel Aviv

June 21-July 6. Tel Aviv International Fair.* General. P.O.B. 3259, Near East Exhibition Co., Ltd. Biennial.

Italy

Bari

Sept. 7-20. International Levant Fair. General. Ente Autonomo Fiera del Levante.

Bologna

Sept.-Oct. Ancient Musical Instruments Exhibition. Via Marconi, 45.
Oct. 8-17. International Building Industrialization Exhibition. Via del Lavoro, 67.

Bolzano

September. International Bolzano Fair.

Busto Arsizio

September. International Textiles Fair. Via Mameli, 45.

Cremona

Sept. 9-18. National Agricultural Supplies Fair.
Sept. 9-18. International Cattle Fair. Piazza Marconi 5.

Florence

Sept. 3-11. Florence Fair. Footwear, Leathergoods, Leather. Via Valfonda 9.

Genoa

June 25-July 3. International Exhibition of Fire-Fighting & Accident Prevention Means. Viale Brigate Partigiane.
Oct. 15-23. International Exhibition of Welding & Welded Construction. Genoa International Fair. Biennial.

Milan

Sept. 3-6. International Exhibition of Household Goods, Glassware, Ceramics, Hardware & Tools—MACEF. Via Solferino 25.
Sept. 3-11 European Exhibition of Elec-

tronics & Household Appliances. Via Luciano Manara No. 1.

Sept. 7-11. International Clothing Mart for Children & Teenagers. Via Turati 7.

Sept. 7-13. International Congress & Exhibition of Chemistry. Piazzale Rodolfo Morandi 2.

Sept. 18-25. Exhibition of Italian Furniture. Salone del Mobile C. So Magenta 96.

Oct. 2-9. Machine Tool Exhibition. Corso Matteotti 11. Biennial.

Oct. 8-16. Second International Exhibition of Chemistry. Viale Brigate Partigiane.

Oct. 16-19. International Camping & Sports Exhibition. Via Alamanni 23.

Oct. 16-24. International Exhibition of Chemical Equipment. Via Desiderio de Settignamo 13.

Nov. 8-11. International Trade Exhibition of Clothing & Furniture Fabrics—MITAM. Piazza San Babila 4/D.

Nov. 19-25. International Exhibition & Convention for Automation & Instrumentation. Via Marconi 49.

Naples

June 18-July 3. International Housing Fair.

Padua

Oct. 13-18. Material Handling & Storage Machinery Exhibition.

Dec. 7-11. Poultry Show—MAV.

Palermo

Oct. 27-Nov. 1—Agricultural Exhibition. Piazza Cascino, Postale 257.

Parma

Sept. 20-30. International Preserved Food & Packaging Exhibition. Parco Ducale, Via Cavestro 3.

Pordenone

Aug. 25-Sept. 8. Industrial Agricultural and Handicrafts Fair. Via Molinari 39.

Trieste

June 21-July 5. International Trade Fair. General. Viale Ippodromo 18.

Turin

Sept. 8-21. International Clothing Fair—SAMIA. Corso Massirno d'Azeglio 19.

Sept. 22-Oct. 4. International Technical Exhibition. Corso Massirno d'Azeglio 15.

Nov. 3-13. International Motor Show. 61 Corso Galileo Ferraris.

Verona

Feb. 1-6, 1967. International Exhibition of Earth-Moving & Building Machinery. Casella Postale 199. Vialedel, Lavoro.

March, 1967. International Agricultural Livestock & Machinery Exhibition. C.P. 199, Palazzo del Pallone.

Vicenza

Sept. 4-11. National Jewellery and Silverware Exhibition. Contra Mure Porta Nova 3.

Vigevano

Sept. 3-11. International Shoe & Leather Fair. Viale Mazziui 34.

Jamaica

Kingston

Aug. 6-8. Denbigh Agricultural Show & Fair, 10-12, North Parade.

Japan

Osaka

Oct. 15-26. International Machine Tools Trade Fair. Honmachi-Bashi Higashi-Ku.

Tokyo

Aug. 4-6. Leather Goods Fair. 1-chome, Kaji-machi, Kanda, Chiyoda-Ku.

Sept. 7-13. International Packaging Show—INTERPACK. 1-chome, Shibuya-Ku.

Sept. 16-20. Printing Show. 3-chome, Sumida-Ku.

Sept. 20-29. Japan Electronics Show. 14 Marunouchi, 3-chome, Chiyoda-Ku.

Oct. 1-10. International Plastics Show. 2-chome. Ginza-Higashi, Chuo-Ku.

Oct. 10-15. National Plant Engineering & Maintenance Exhibition & Conference. Kyoritsu Bldg., 25 Shiba Park, Minato-Ku.

Oct. 26-Nov. 8. Tokyo Auto Show. 2-chome, Maranonchi, Chiyoda-Ku.

Nov. 10-16. International Book Exhibition.

April 1967. Tokyo International Trade Fair.* General. 1, 3-chome, Marunouchi, Chiyoda-ku. Biennial.

Kenya

Nairobi

Sept. 27-Oct. 1. Nairobi Show. P.O. Box 30176.

Libya

Tripoli

Feb. 28-March 20, 1967. International Trade Fair.* General. P.O. Box 891.

Luxembourg

Luxembourg

Aug. 27-Sept. 5. Furniture Fair. 41, rue Glesener.

ADVANTAGES OF U.S. MACHINE TOOLS are shown to an African audience by company representatives.

Malta

Valletta

July 1-15. International Trade Fair. General. Villa Parisio NAXXAR.

Mexico

Mexico City

July 4-16. U.S. Solo Exhibit.* Department of Commerce, Washington, D. C. 20230.

Morocco

Casablanca

April 27-May 14, 1967. Casablanca International Fair. General. Rue Jules Mauran.

Netherlands

Amsterdam

September. Men's Fashion Fair. Van Eeghenstraat 101.

Sept. 20-28. Office Equipment Exhibition, RAI Gebouw N.V. Ferd. Botstraat 155.

Oct. 10-14. Electronic Components Exhibition—FAIREX. Minervalaan 82.

Nov. 8-12. International Shipbuilding, Shipping, Marine Engineering & Port Equipment Exhibition. Europort, Hoogstraat 111.

Feb. 16-26, 1967. International Automobile Show. RAI Gebouw N.V., Europaplein 8. Biennial.

April 7-16, 1967. International Household Fair. No. 94 Gerrit van der Veenstraat.

April-May, 1967, International Packaging Exhibition MACROPAK. Royal Netherlands Industries Fair. Vredenburg, Utrecht.

Sept. 21-Oct. 1, 1967. International FIRATO Exhibition. Radio, T.V. and Electronics. Minervalaan 82. Biennial.

Hague

July. International Horticultural Technical Fair. Postbus 24, Naaldwijk.

Sept. 27-Oct. 7. International Ideal Home Exhibition. P.O. Box 6005.

Dec.-Jan., 1967. International World Press Photo Exhibition. 38 Parkstraat.

Hilversum

Oct. 3-5. Trade Fair for Children's Articles.

Rotterdam

Sept. 12-15. International Bakery Exhibition. Sweelinckplein 64, Den Haag.

Utrecht

Sept. 5-13. Utrecht International Trade Fair. Consumer Goods. Royal Netherlands Industries Fair, Vredenburg.

Sept. 5-13. HET KIND (the child), held in conjunction with Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

Sept. 5-13. INTER-DECOR Trade Fair. Textiles for home furnishings. Royal Netherlands Industries Fair, Vredenburg.

Sept. 5-13. INTERTONE. Musical instruments, held in conjunction with Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

Sept. 19-22. International Perfume & Cosmetics Exhibition.

Sept. 20-24. EUROFINISH/VOM. Metal finishing. Royal Netherlands Industries Fair, Vredenburg. Biennial.

Sept. 29-Oct. 1. Ornithophilia. Royal Netherlands Industries Fair, Vredenburg.

Oct. 3-6. Trade Fair for Baby & Children's Articles. Pyrmonstraat 14-16.

Oct. 19-26. International Plastics Fair—MACROPLASTIC. Royal Netherlands Industries Fair, Vredenburg.

Nov. 8-12. Garden & Park Exhibition. Vredenburg.

March 6-14, 1967. Utrecht International Trade Fair. Technical and consumer goods. Royal Netherlands Industries Fair, Vredenburg.

Sept. 4-12, 1967. Utrecht Fall Fair. Royal Netherlands Industries Fair, Vredenburg.

Oct. 1967. MACHEVO—Machinery and Equipment. Royal Netherlands Industries Fair. Vredenburg, Biennial.

Nov. 1967. Furniture & Furnishings Trade Fair. Royal Netherlands Industries Fair, Vredenburg.

Valkenburg

Oct. 5-9. International Fair for Building & Construction. Eurohall N.V. Postbus 32, Valkenburg L.

Zuidlaren

Oct. 17-19. International Agricultural Show. Prus Bernhardhoeve. Brink O.Z. 12a.

Norway

Kragero

July 1-17. Industrial Fair. Kragero-messen.

Oslo

Aug. 21-Sept. 11. Technical Fair. Rosenkrantzgt 22.

Aug.-Sept. Machine Exhibition. Norges Varemesse, Drammensvn, 154.

U.S. SPACE TECHNOLOGY often is an attractive addition to displays by U.S. companies at fairs.

Sept. 23-30. Modern Housekeeping Exhibition. Forening, Akersgt 32.

Okinawa

Naha

Aug. 17-23. International Trade Fair. General. Ryukyu Chamber of Commerce, 1-49 Kume-cho.

Peru

Lima

October 1967. Pacific International Trade Fair. General. Apartado 4900. Biennial.

Poland

Poznan

September 1966. National Autumn Fair. General. Ul. Glogowska 14.

Scotland

Glasgow

Sept. 12-16. Licensed Hotel Caterers & Allied Trades Exhibition. Dorset Bldgs., Salisbury Square, London, E.C.4.

Oct. 12-29. Modern Homes Exhibition. Kelvin Hall.

Nov. 18-26. N. British Building Trades & Regional Development Exhibition.

Republic of South Africa

Capetown

Oct. 11-15. Fishing Industries Exhibition. 9th Fl. Tr. Hse., Foreshore.

Johannesburg

Aug. 24-31. Electronic Equipment Exhibition. ELECTRA. P.O. Box 2900.

Sept. 6-10. Construction, Earth Moving & Building Equipment Exhibition—SACOMEX. P.O. Box 2900.

Oct. 4-8. Plastics Exhibition. P.O. Box 2900.

Nov. 9-16. Mechanical Engineers Exhibition. P.O. Box 2900.

Spain

Barcelona

Oct. 3-7. International Water Supply Congress & Exhibition.

Nov. 6-21. Hotel Management, Maintenance Equipment & Gastronomy Exhibition. Salon Nacional. Ave Maria Christina.

Bilbao

Aug. 14-19. National Trade Fair. Apartado 468.

March 3-12, 1967. Electric & Mechanical Handling Trade Fair. Apartado 468.

Elda

Sept. 13-20. International Shoe Industry Fair of Elda. Fair Management, Elda.

Madrid

May 21-June 21, 1968. Agricultural Exhibition. Valencia.

Oct. 15-24. International Wood Machinery Exhibition. Llana del Real 2, Apartado 476.

Zaragoza

Oct. 2-16. National Samples Fair.

Surinam

Paramaribo

Sept. 30-Oct. 12. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Gothenburg

Sept. 10-18. Household of Today Exhibition. Vasagatan 52, P.O. Box 3067.

Oct. 29-Nov. 6. International Corrosion Exhibition—SCAN-CORR. Scandiexpo A.B. Stampgatan 38.

Jan. 18-22, 1967. Scandinavian Lighting Fair. Skandinavisk Belysningsmassa, Box 56, Markaryd.

Feb. 16-26, 1967. International Swedish Boat Show. Sten Sturegaten 4.

April 1-9, 1967. International Sea Transport Exhibition. Svenska Massan.

May 19-28, 1967. International Swedish Trade Fair. Svenska Massan.

Oct. 19-25, 1967. International Packing Exhibition. Scandiexpo, Stampgatan 38.

Halsingborg

Aug. 13-22. International Arts & Antiques Fair.

Aug. 31-Sept. 10, 1967. International Maritime Exhibition. AB Halsingborgsutstallningar Helsingborg Ex, Ltd., Hamntorget.

Sept. 16-25. International Trade Fair. General. AB Halsingborgsutstallningar, Hamntorget, Halsingborg.

Jonkoping

Sept. 24-27. Swedish Garment Fair. Inter-Expo, S.A. Mossebogatan 2, Boras.

Malmo

Aug. 12-21. Swedish Samples Fair. Skanemassan, Masshallarna, Box 19015.

Aug. 31-Sept. 4. Industrial Design Fair. SKANDINAVISK FORM. Stadiogatan 25, Box 19015.

Sept. 20-22. Shoe Fair. Skanemassan, Stadiogatan 25, Box 19015.

Oct. 4-8, 1967. Hotel, Restaurant & Cafe Fair—RESTA. Skanemassan, Box 19015.

Stockholm

Aug. 31-Sept. 11. St. Erik's Fair. General. Storangsvagen 18.

Sept. 28-Oct. 4. Technical Fair on Machine-Tools and Instruments. Storangsvagen 18.

Oct. 21-28. Office Equipment Exhibition. KONTOR. Storangsvagen 18.

Switzerland

Basel

June 24-28. DIDACTA—European Educational Materials Fair. Swiss Industries Fair, International Exhibition Dept., 4000 Basel 21.

Sept. 4-6. International Trade Fair for Hardware, Tools, Household Goods. Interferex Ltd., Talstrasse 66, 8001 Zurich.

Sept. 8-14. NUCLEX 66—International Nuclear Industries Fair.* NUCLEX 66, Basel.

Oct. 1-9. International Exhibition of Woodworking, Machinery, Tools & Wood Preserving Products. HOLZ. Schweizer Mustermesse, 4000 Basel 21. Biennial.

Oct. 17-22. ILMAC—International Congress & Exhibition of Laboratory, Measurement & Automation Techniques in Chemistry. Sweizer Mustermesse, 4000 Basel 21.

Nov. 19-26. International Exhibition for Surface Treatment. Chemical Heat & Industrial Finishes. General. 4000 Basel 21.

Feb. 18-26, 1967. Contractors Machinery Fair. Post Boy 5, Basel 21.

April 15-25, 1967. Swiss Industries Fair. General. 4000 Basel 21.

Sept. 27-Oct. 6, 1967. International Textile Machinery Exhibition. Comite European des Constructeurs de Material Textile, Hanover, Germany.

Geneva

Oct. 27-Nov. 6. Ideal Home Exhibition. 54b Roue des Acacias, P.O. Box 1211.

Lausanne

Sept. 10-25. Swiss National Autumn Fair. Palais de Beaulieu, 1000 Lausanne.

Montreux

May 22-26, 1967. International Exhibition of Television Equipment. Case Postale 97.

St. Gallen

Oct. 13-23. Swiss Farm & Dairy Fair. Museumstrasse 1.

Zurich

Sept. 10-14. Hydraulic & Pneumatic Fair. 120 Universitaetsstrasse, 8033 Zurich. Biennial.

Sept. 29-Oct. 9. Zurich Autumn Fair. General. Nordstrasse 20.

Oct. 6-10. International Professional Fair of Hospital & Medical Equipment. 36 Hofackerstrasse, 8032 Zurich.

Oct. 21-24. Caravan Exhibition. Nordstrasse 20.

Nov. 3-8. Oil Hydraulics & Pneumatics Exhibition. Nordstrasse 20.

January 1967. Bakers & Confectioners Machines & Equipment. 8957 Spreitenbach. Biennial.

Feb. 22-27, 1967. International Cycle & Motor Show. Thurgauerstrasse 7, Zurich 8050.

Syria

Damascus

Aug. 25-Sept. 20. Damascus International Fair. General. 67 Baghdad Ave.

Taiwan

Taipei

May 1967. Industrial, Food Processing, and Materials Handling Equipment Exhibition.* U.S. Solo Exhibit.

FARMERS' HARDWARE for all necessities was displayed for Libyan buyers at the Tripoli trade fair.

Thailand

Bangkok

Nov. 17-Dec. 10. First Asian International Trade Fair.* Dept. of Economic Relations, Ministry of Economic Affairs, Bangkok.

Turkey

Izmir

Aug. 20-Sept. 20. International Fair.* General. Kulturpark.

United States

The fairs in this section represent only a partial listing of shows in this country. These cover international events which are open to prospective foreign buyers and agents.

July 1966

9-14. Independent Housewares Fair. Chicago. Independent Housewares Exhibition, Inc., 188 W. Randolph, Chicago.

10-14. American Library Association Exhibition, New York. 50 East Huron St., Chicago.

11-15. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago.

14-17. International Book Exhibition, New York.

16-29. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn. Inc., 631 Candler Bldg., Atlanta.

17-20. Washington Gift Show. Washington, D.C. Little Bros. Show, Inc., 220 Fifth Ave., New York.

19-21 Western Packaging Exposition. San Francisco. Clapp and Poliak, Inc., 341 Madison Ave., New York.

19-21. American Poultry Exposition. Minneapolis. 521 East 63rd St., Kansas City, Mo.

24-27. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago.

25-30. California Gift Show. Los Angeles. Trade Shows, Ltd., 3510 Council St., Los Angeles.

31-Aug. 4. National Jewelry Trade Show. New York. Retail Jewelers of America, Inc., 1025 Vermont Ave. NW., Washington, D.C.

August 1966

7-9. Memphis Cotton States Gift & Jewelry & Decorative Accessories Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago.

8-12. Heat Transfer Conference & Exhibit. Chicago. 345 East 47th St., New York.

9-12. Western Linen Association Trade Show. Los Angeles. 251 Grand Ave., Long Beach, Calif.

14-17. National Fancy Food & Confectionery Show. New York. 331 Madison Ave., New York 17, N.Y.

16-19. Western Linen Association Trade Show. San Francisco, California. 251 Grand Ave., Long Beach, Calif.

20-27. Erie County Fair. Hamburg, New York. Erie County Agric. Society, Hamburg, N.Y.

21-26. American Society of Agronomy. Stillwater, Oklahoma. American Society of Agronomy, 677 S. Segoe Rd., Madison, Wis.

21-26. New York Gift Show. New York. George Little Management, 220 5th Ave., New York.

23-26. Western Electronic Show & Convention. Los Angeles. 3600 Wilshire Blvd., Los Angeles.

24-27. Specialty Advertising Association Show. Chicago. 25 Boat Lane, Box H. Levittown, N.Y.

28-31. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago.

28-31. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles.

29-Sept. 1. American Hospital Association Nurse & Anesthetists Exhibition. Chicago. 3016 Prudential Plaza, Chicago.

31-Sept. 11. California State Fair & Exposition. Sacramento. Bureau of Exhibits, Box 2036, Sacramento.

September 1966

3-7. Housewares—Merchandise Exhibit. Dallas. 188 West Randolph St., Chicago.

4-7. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, 6 E. Monroe St., Chicago.

4-8. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio.

6-9. National Notion & Novelty Show. New York. 350 Fifth Ave., New York.

11-14. Public Works Congress & Equipment Show. Chicago. American Public Works Association, 1313 East 60th St., Chicago.

11-15. Boston Gift Show. 220 Fifth Ave., New York.

12-14. International Convention on Military Electronics. Washington, D.C. 345 East 47th St., New York.

12-15. Farm Construction & Industrial Machinery Exhibition. Milwaukee. 485 Lexington Ave., New York.

13-15. Chemical Exposition—U.S.A. 49 Hotel Sheraton-Atlantic, New York.

14-16. Aerospace Industries. Washington, D.C., 1750 Pennsylvania Ave., NW., Washington, D.C.

16-25. Houston International Trade & Travel Fair. 239 World Trade Center, Houston.

17-21. International Furniture & Woodworking Supply Fair. Louisville. 666 Lake Shore Drive, Chicago.

17-22. Philadelphia Gift Show. 220 Fifth Ave., New York.

17-25. Eastern States Exposition. West Springfield, Mass. 1305 Memorial Ave. W. Springfield.

18-21. American Meat Institute Convention & Exhibition. Chicago. American Meat Institute, 59 E. Van Buren St., Chicago.

18-21. Philadelphia Gift Show. Philadelphia. Little Brothers Management, 220 Fifth Ave., New York.

18-22. Industrial Trade Fair & Congress.

HEATING, VENTILATING, AND AIR CONDITIONING equipment from U.S. manufacturers interested visitors to the Hanover Fair, which vies with Milan for the title of "world's biggest fair."

Los Angeles. 3935 No. Mission Rd., Los Angeles.

22-25. Marine Trades Exhibition. Chicago. Outboard Boating Club of America, 307 North Michigan Ave., Chicago.

24-25. Seattle Regional Gem & Mineral Show. Seattle, Washington. 4504 Terrace Drive, Everett, Wash.

25-Oct. 1. International Textile Machinery Exhibition. Atlantic City, New Jersey. ATMA. P.O. Box 96, Vienna, Va.

26-29. New York Premium Show. New York. Arthur Tarshir Association, 161 Great Neck Rd., Great Neck, N.Y.

26-29. Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh.

26-30. National Hardware Show. New York. 331 Madison Ave., New York.

27-29. Underground Distribution Exposition. Chicago. 10 East 40th St., New York.

27-29. National Business Aircraft Association Exhibition. St. Louis. 401 Pennsylvania Bldg., Washington, D.C.

27-30. Industrial Trade Fair. 3935 North Mission Rd., Los Angeles.

29-Oct. 2. Marine Trades Exhibition. 307 N. Michigan Ave., Chicago.

29-Oct. 8. International Trade & Travel Show. P.O. Box 4988, Atlanta.

29-Oct. 2. National Stationery & Office Equipment Show. Chicago. National Stationery & Office Equipment Association, 740 Investment Building, Washington, D.C.

October 1966

2-7. American Surgical Trade Association Technical Exhibition. Washington, D.C. 176 West Adams St., Chicago.

2-7. Society of Motion Picture & T.V. Engineers Exhibition. Los Angeles. 9 East 41st St., New York.

2-9. Indianapolis Home Furnishing Show. Indianapolis. 1540 E. 52nd St., Indianapolis, Ind.

3-5. National Electronics Conf. & Exhibit. Chicago. 228 N. LaSalle St., Chicago.

3-7. International Coal Preparation Congress. Pittsburgh. American Mining Congress, 1100 King Bldg., Washington, D.C.

6-7. International Film & T.V. Festival of New York. New York. Exhibition Management, 17 E. 45th St., New York.

7-9. California Winter Sports Fair. 325 Pacific Ave., San Francisco.

8-23. Texas International Trade Fair. Dallas. P.O. Box 26010, Dallas.

9-13. National Shoe Fair. Chicago. Room 1929 Hotel New Yorker, New York.

9-13. Hardware, Housewares & General Mdse. Trade Show. New York. H.H. Backer Associates, 79 W. Monroe St., Chicago.

10-13. National Hardware Show. New York. 331 Madison Ave., New York.

10-12. Exposition of Truck Bodies & Equipment. Chicago. 1012 14th St., NW., Washington, D.C.

10-13. Food & Drug Packaging Show. Detroit. Gateway Towers, Gateway Center, Pittsburgh.

10-13. New York Premium Show. New York. 161 Great Neck Rd., Great Neck, N.Y.

15-19. National Tire Dealers & Retreaders Association Show. Chicago. NTDRA, 1345 L St., NW., Washington, D.C.

16-18. Brewers Assn. of America. Chicago. 651 Randolph St., Chicago.

16-20. Men's Sportswear Buyers Association Show. New York. National Assn. of Men's Sportswear Buyers, 350 Fifth Ave., New York.

16-21. Ophthalmology Exhibition. Chicago. 15 Second St., SW., Rochester, Minn.

17-21. Southern Textile Exposition. Greenville. Textile Hall Corporation, 322 W. Washington, Greenville, S.C.

17-21. Business Equipment Exposition. Chicago. 18 E. 41st St., New York.

18-20. Point-of-Purchase Advertising Institute Show. New York 11 W. 42nd St., New York.

20-30. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver.

22-26. American Bottled Water Assn. Trade Show. Chicago. Shea Expositions Corp., Gateway Tower, Pittsburgh.

23-29. Dairy & Food Industries Exposition. Atlantic City. 1145 19th St., NW., Washington, D.C.

23-26. National Outerwear & Sportswear Show. New York 347 Fifth Ave., New York.

24-27. Instrument-Automation Conference & Exhibition. New York. Instrument Society of America, Penn. Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh, Pa.

24-27. National Safety Exhibition. Chicago. 425 N. Michigan Ave., Chicago.

25-27. Material Handling Exhibition. Buffalo, New York. Gateway Towers, Pittsburgh.

26-30. Winter Sport & Ski Show. Cherry Hill, New Jersey. 845 N. Broad Street, Philadelphia.

27-Nov. 2. Direct Mail Advertising Show. New Orleans. Direct Mail Advertising Assn. Inc., 230 Park Ave., New York.

27-Nov. 6. International Automobile Show. Los Angeles. 1801 Avenue of the Stars, Suite 650, Los Angeles.

29-Nov. 1. Automatic Merchandising Convention & Exhibit. Chicago. 7 South Dearborn St., Chicago.

31-Nov. 4. National Exposition of the American Society for Metals. Chicago. William J. Hilty, Metals Parks, Ohio.

31-Nov. 2. Pan American Hotel & Restaurant Exposition. Miami Beach. 141 NE. 3rd Ave., Miami, Fla.

30-Nov. 3. Direct Mail Advertising. New Orleans. 230 Park Avenue, New York.

31-Nov. 3. Atom Fair. Pittsburgh. National Expositions Co., 14 W. 40th Street, New York.

31-Nov. 2. Pan American Hotel & Restaurant Exposition. Miami Beach. 141 NE. 3rd Ave., Miami, Fla.

31-Nov. 4. National Exposition of the American Society for Metals, ASM 1966 Metals/Materials Show. Chicago. Metals Park, Ohio.

November 1966

2-4. Northeast Electronics Research & Engineering Meeting. Boston. NEREM Exhibits, Box 324, Waltham, Mass.

2-5. Paint Industries Show. Washington, D.C. 121 South Broad St., Philadelphia, Pa.

3-7. National Frozen Food Merchandising Exhibition. Miami, Fla. 1355 Cheltenham Avenue, Philadelphia, Pa.

6-9. Produce Packaging Exposition. Chicago. P.O. Box 29, Newark, Del.

7-10. National Hotel & Motor Hotel Exposition. New York, 141 West 51st St., New York.

10-13. Auto Trim Show—Convention. Chicago. National Assn. of Auto Trim Shops, 129 Broadway, Lynbrook, N.Y.

12-16. New York Shoe Show. New York. Room 1929 Hotel New Yorker, New York.

14-17. National Die Casting Exposition. Cleveland. P.O. Box 722, Detroit.

14-17. International Soft Drink Industry Exposition. Atlantic City. American Bottlers Carbonated Beverages, 1128 16th St., NW., Washington, D.C.

15-18. International Association of Clothing Designers. Rochester, N.Y. 12 S. 12th St., Philadelphia.

25-30. Electrical & Home Appliance Show. San Diego. 861 Sixth Ave., Room 406, San Diego.

27-30. International Outdoor Amusement Exhibition. Chicago. 203 N. Wabash Ave., Suite 1318, Chicago.

27-Dec. 2. National Exposition of Power & Mechanical Engineering. New York. International Exposition Co., 200 Park Ave., Pan Am. Bldg., New York.

December 1966

4-8. National Association of Home Builders Convention & Exposition. Chicago. 1625 L. St., NW., Washington, D.C.

26-31. Exposition of Science & Industry. Washington, D.C. 1515 Massachusetts Ave., NW., Washington, D.C.

January 1967

8-14. American Furniture Market International Home Furnishing Show. Chicago. 666 Lake Shore Drive, Chicago.

9-13. Pennsylvania Farm Show. Harrisburg. Dept. of Agriculture, State Farm Products Show Commission, Harrisburg, Pa.

9-13. Automotive Engineers Automotive Engineering Congress & Exposition. Detroit. 485 Lexington Ave., New York.

10-15. Toledo Automobile Show. Toledo, Ohio. 1 Main St., Toledo, Ohio.

11-22. National Motor Boat Show. New York. 420 Lexington Ave., Room 1659, New York.

16-20. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago.

17-22. Oklahoma Sports, Boat & Travel Show. Tulsa, Okla. Industrial Expositions Inc., 1600 Mid-Continent Bldg., Tulsa, Okla.

20-29. Mid-American Boat Show. Cleveland. 1309 W. 117th St., Cleveland.

22-25. The Canners Show-National Exposition for Food Processors. Chicago. Blackwell Building, 7758 Wisconsin Ave., Washington, D.C.

22-26. California Gift Show. Los Angeles. Trade Shows, Ltd. 3510 Council St., Los Angeles.

25-27. International Automotive Service Industries Show. Chicago. Overseas Automotive Club of New York 44 E. 23rd St., New York.

28-Feb. 1. National Automobile Dealers Equipment Exhibition. San Francisco. 2000 K. St., NW., Washington, D.C.

29-Feb. 2. Hobby Industry Trade Show. Chicago. Hobby Industries Association. 200 Fifth Ave., New York.

30-Feb. 2. International Heating & Air-conditioning Exposition. Detroit. 200 Park Ave., New York.

30-Feb. 2. Plant & Engineering Maintenance Show. Chicago.

February 1967

5-7. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston.

5-9. National Sporting Goods Assn. Chicago. 23 East Jackson Blvd., Chicago.

6-9. National Auto Accessories Expo. New York. One Bala Ave., Bala-Cynwyd, Pa.

19-23. Allied Gift & Jewelry Show. Dallas. Trade Mart, 2100 Stemmons Freeway, Dallas.

24-March 4. Philadelphia Motor Boat & Sportsmen's Show. Philadelphia. 803—1411 Walnut Street Building, Philadelphia.

26-March 5. Colorado Sports, Boat & Travel Show. Denver. 2785 North Speer Blvd., Denver.

March 1967

5-8. Detroit Gift Show. Detroit. P.O. Box 188, Zanesville, Ohio.

5-8. Denver Gift & Jewelry Show. Denver. 3510 Council St., Los Angeles.

5-10. American Road Builders Convention & Road Show. Miami Beach. 918 16th St., NW., Washington, D.C.

5-10. 17th International Toy & Trade Fair. New York. International Trade Shows, 545 Fifth Ave., New York.

5-10. 8th International Bicycle Show. New York. International Trade Shows, 545 Fifth Ave., New York.

5-9. ASME Gas Turbine Conf. & Products Show. Houston, Texas. R. Tom Sawyer, Exhibit Director, P.O. Box 188, Ho-Ho-Kus, N.J.

6-10. Western Metal & Tool Conference & Expo. Los Angeles. American Society for Metals, Metals Park, Ohio.

11-15. International Beauty Show. New York. 16 W. 46th St., New York.

12-15. Philadelphia Gift Show. Philadephia. Little Bros., 220 Fifth Ave., New York.

14-18. Specialty Advertising Assn. Show. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.

17-19. International Stamp Show—INTERPEX. New York. Industrial Exhibitions Inc., 17 East 45th St., New York.

20-24. International Electric & Electronic Engineers Exbn. New York. Institute of Electrical & Electronics Engineers Inc., 72 W. 45th St., New York.

28-30. Progress in Electrical-Electronic Equipment Exbn. St. Louis. 1221 Locust St., St. Louis.

28-30. Detroit Business Show. Detroit. 948 Penobscot Bldg., Detroit.

DEMONSTRATING MOBILE HOME LIVING to foreign buyers is typical of displays at international trade fairs. An interested foreign audience examines this example of a representative U.S. product.

April 1967

3-5. Southern Pine Machinery & Equipment Expo. New Orleans. 520 National Bank of Commerce Bldg., P.O. Box 52468, New Orleans.

5-7. Midwest Industrial Design and Engineering Show. Indianapolis. Marriott Hotel, 2626 N. Meridian St., Indianapolis.

18-23. Kansas Sports, Boat & Travel Show. Wichita, Kansas. Industrial Expositions, Inc., 2810 East Central, Wichita, Kans.

24-28. ASTME Tool Show. Chicago. American Society of Tool Engineers, 20501 Ford Rd., Dearborn, Mich.

May 1967

8-12. Knitting Arts Exhibition. Atlantic City. Robert T. Kenworthy, Inc. Exposition Management, 10 East 40th St., New York.

11-13. Independent Meat Packers Exhibition and Suppliers Exposition. Chicago. 1820 Massachusetts Ave., NW., Washington, D.C.

15-18. American Mining Congress Coal Convention. Cleveland. Room 1102 Ring Building, Washington, D.C.

15-18. Design Engineering Show. New York. Clapp & Poliak, Inc., 341 Madison Ave., New York.

20-24. Texas Hospital Assn. Convention & Technical Exhibit. Houston. 1905 N. Lamar Blvd., Austin, Tex.

21-24. International Office Exposition. Detroit. 32 W. 40th Street, New York.

22-25. National Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago.

23-25. Material Handling Institute. Pacific Show. Los Angeles. Gateway Towers, Gateway Center, Pittsburgh.

28-June 1. Confectionery Industries Exposition. Chicago. National Confectioners Assn. 36 S. Wabash, Chicago.

June 1967

1-5. Electronic Industry Meeting and Show. Chicago. Room 1702, 100 S. Wacker Drive, Chicago.

18-21. National Plumbing & Heating Exposition. Cleveland. 1016 20th St., NW., Washington, D.C.

18-22. National Association of Retail Grocers Convention & Exhibit. Las Vegas. 360 N. Michigan Ave., Chicago.

19-24. American Furniture Market. Chicago. 666 Lake Shore Drive, Chicago.

25-29. Industrial Advertising Exposition. Cleveland. 271 Madison Ave., New York.

July 1967

10-14. National Housewares Exhibit. Chicago. National Housewares Mfgrs. Association, 1130 Merchandise Mart, Chicago.

August 1967

6-9. Memphis Cotton States Gift, Jewelry & Decorative Accessories Show. Memphis. Helen Brett Enterprises, 6 E. Monroe St., Chicago.

6-10. National Jewelry Trade Show. New York. Retail Jewelers of America, 1025 Vermont Ave., NW., Washington, D.C.

16-19. Specialty Advertising Assn. Chicago. 25 Boat Lane, Box H, Levittown, N.Y.

21-24. American Hospital Assn. Exhibition. Chicago. 3016 Prudential Plaza, Chicago.

30-Sept. 10. California State Fair & Exposition. Sacramento. P.O. Box 2036, Sacramento, Calif.

September 1967

10-13. Produce Packaging Exposition. New York. P.O. Box 29, Newark, Del.

11-14. Instrument-Automation Conference & Exhibition. Chicago. Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh.

12-15. National Chemical Exposition. Chicago. 86 East Randolph St., Chicago.

13-15. Aerospace Industries Exposition. Washington, D.C. 1750 Pennsylvania Ave., NW., Washington, D.C.

16-24. Eastern States Exposition. West Springfield. 1305 Memorial Avenue, P.O. Box 191, W. Springfield, Mass.

17-20. American Meat Institute Convention & Exhibition. Chicago. American Meat Institute, 59 E. Van Buren St., Chicago.

22-28. Direct Mail Advertising. Atlantic City. 230 Park Ave., New York.

24-28. Philadelphia Gift show. Philadelphia. Little Brothers, 220 Fifth Ave., New York.

26-30. Marking Device Assn. Chicago. 1611 Chicago Ave., Evanston, Ill.

28-Oct. 1. Marine Trades Exbn. Chicago. Outboard Boating Club of America, 307 North Michigan Ave., Chicago.

October 1967

3-5. National Electronics Exhibition. Chicago. 228 North La Salle St., Chicago.

7-12. Bakery Industry Exposition. Atlantic City. American Bakers Association. 20 N. Wacker Drive, Chicago.

9-11. National Electronics Conference & Exhibit. Chicago. 228 N. La Salle, Chicago.

16-19. American Society for Metals Meeting & Show. Cleveland. Metals Park, Ohio.

19-20. Int'l Film & TV Festival of New York, New York. Exhibition Management, 17 E. 45th St., New York.

19-22. Mountain States Industrial & Business Exhibit & Conference. Denver. Industrial Expositions, Inc., 2785 N. Speer Blvd., Denver.

23-27. Business Equipment Exposition.

BUYERS SEEKING THE NEWEST PRODUCTS form the basis of audiences at international trade fairs.

BUYERS, AGENTS, AND BUSINESS VISITORS watch the operation of U.S. frame straightening equipment as wrecked car is salvaged at Helsinki, Finland fair.

New York. 18 E. 41st Street, New York.

24-27. Packaging Machinery Manufacturers Institute Show. Philadelphia. 200 Park Ave., Pan Am Building, New York.

28-31. Automatic Merchandising Convention & Exhibit. Chicago. 7 South Dearborn St., Chicago.

November 1967

1-3. Northeast Electronics Research & Engineering Show. Boston. NEREM Exhibits, Box 324, Waltham, Mass.

5-10. Atom Fair. Chicago. National Exposition Co., 14 W. 40th St., New York.

5-10. American Society of Agronomy. Washington, D.C. 677 S. Segoe Rd., Madison, Wis.

6-9. National Hotel & Motor Hotel Exposition. New York. 141 West 51st St., New York.

11-15. International Association of Clothing Designers. New York. 12 S. 12th St., Philadelphia.

11-15. New York Shoe Show. New York. Room 1929, Hotel New Yorker, New York.

14-16. Industrial Electric Exposition. Pittsburgh. 719 Liberty Ave., Pittsburgh.

27-Dec. 1. Exposition of Chemical Industries. New York. Int'l Expositions Company, Inc., 200 Park Ave., New York.

December 1967

3-7. National Association of Home Builders Convention & Exposition. Chicago. 1625 L St., NW., Washington, D.C.

26-30. Exposition of Science & Industry. New York. American Association for the Advancement of Science, 1515 Massachusetts Ave., NW., Washington, D.C.

January 1968

29-Feb. 1. Air Conditioning, Heating & Refrigeration Exhibition. Atlantic City. A.R.I. Exposition 1815 N. Fort Myer Drive, Arlington, Virginia.

U.S.S.R.

Moscow

July 8-24. British Industrial Exhibition.

Sept. 1-15. International Exhibition. Equipment & Appliances for Mechanization of Designing, Technical & Office Work. 6 Kuibyshev Street.

May 16-29, 1967. International Exhibition on Automated Equipment, Packing & Transportation Equipment for Food Industry. 6 Kuibyshev Street.

Venezuela

Caracas

Nov. 22-Dec. 2. U.S. Solo Exhibition.* Metal Working Machinery & Auto Service & Maintenance Equipment Exhibition.

Yugoslavia

Belgrade

June 19-26. International Chemical Exhibition. Bulevar Vjvode Misica 14, P.O. Box 408.

Oct. 15-23. International Clothing Fair-Fashion in the World. Belgrade Fair Administration, Boulevard Vojvode, Misica 14, P.O. Box 408.

Nov. 3-9. Exhibition of Czechoslovakian Machine Tools. Vojvode Misica 14, Belgrade.

November. International Book Fair. Vojvode, Misica 14.

Ljubljana

Aug. 26-Sept. 4. International Wine Fair. Titova 50.

Oct. 4-9. International Exhibition of Electronics, Telecommunications & Nuclear Technology. Titove 50.

Novi Sad

October. Danubian Hunting & Fishing Fair. Hajduk Velijkova 11.

Zagreb

Sept. 8-18. International Trade Fair.* General. Aleja Borisa Kidrica b.b.

April 15-23, 1967. International Trade Fair. General. Aleja Borisa Kidrica b.b.

Sept. 7-17, 1967. International Trade Fair.

Zambia

Lusaka

July 30-Aug. 1. Zambian Exhibition & Agricultural Show. P.O. Box 333.

Ndola

July 2-5. Zambia Trade Fair. P.O. Box 1058.

ATTENTION-GETTERS at the annual Levant Fair in Bari, Italy, were these U.S. vending machines, shown being explained to the press and distinguished visitors at American Day festivities at the fair.

Specialty fairs—a cross-reference

The following list repeats some of the foreign fairs included in the foregoing schedule. These are events which have one distinctive major item for display. Readers will find additional details by referring to the main list, which gives the international fairs by country and city. United States fairs are listed only by date, and are therefore not included in the following breakdown.

Agricultural

Adelaide, Perth, AUSTRALIA; Graz, Ried im Innkreis, Wels, AUSTRIA; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Leipzig, Munich, GERMANY; Birmingham, Blackpool, Brighton, Cardiff, Leeds, Liverpool, London, GREAT BRITAIN; Cremona, Padua, Palermo, Pordenone, Verona, ITALY; Kingston, JAMAICA; Hague, Zuidlaren, NETHERLANDS; Madrid, SPAIN; St. Gallen, SWITZERLAND.

Aviation

Paris, FRANCE; Farnborough, GREAT BRITAIN.

Boats, Boating

Sydney, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Helsinki, FINLAND; Friedrichshafen, GERMANY; Birmingham, London, GREAT BRITAIN; Gothenburg, SWEDEN.

Building, Construction

Toronto, CANADA; Paris, FRANCE; Essen, Hanover, Munich, Neumunster, GERMANY; Brighton, London, Manchester, GREAT BRITAIN; Bologna, Genoa, Verona, ITALY; Valkenburg, NETHERLANDS; Johannesburg, SOUTH AFRICA; Basel, SWITZERLAND.

Camping, Sports Fisheries

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Cologne, Wiesbaden, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Helsingborg, SWEDEN.

Clothing, Textiles

Sydney, AUSTRALIA; Brussels, Ghent, BELGIUM; Herning, DENMARK; Paris, FRANCE; Cologne, Duesseldorf, Frankfurt, Hamburg, Wiesbaden, GERMANY; Blackpool, Harrogate, London, GREAT BRITAIN; Busto Arsizio, Milan, Turin, ITALY; Amsterdam, Utrecht, NETHERLANDS; Jonkoping, SWEDEN; Basel, SWITZERLAND; Belgrade, YUGOSLAVIA.

Electronics, Instrumentation, Automation

Sydney, AUSTRALIA; Helsinki, FINLAND; Bordeaux, Lyon, Paris, FRANCE; Duesseldorf, Munich, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Basel, SWITZERLAND.

Engineering

Sydney, AUSTRALIA; Frankfurt, Munich, GERMANY; London, GREAT BRITAIN.

Food, Food Products

Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Colmar, Dijon, Montpellier, Paris, FRANCE; Berlin, Cologne, Hamburg, Munich, Stuttgart, GERMANY; Blackpool, Brighton, Leeds, London, Manchester, GREAT BRITAIN; Zurich, SWITZERLAND; Ljubljana, YUGOSLAVIA.

Furniture

Brussels, BELGIUM; Aalborg, Copenhagen, DENMARK; Lyon, Paris, FRANCE; Brighton, London, Manchester, GREAT BRITAIN; Milan, ITALY; Luxembourg, LUXEMBOURG; Utrecht, NETHERLANDS; Malmo, SWEDEN.

Gifts, Jewelry

Toronto, CANADA; Paris, FRANCE; Blackpool, Bournemouth, Bristol, Harrogate, London, GREAT BRITAIN; Vincenza, ITALY.

Hardware

Montreal, CANADA; Bordeaux, FRANCE; Cologne, GERMANY; London, GREAT BRITAIN; Basel, SWITZERLAND.

Heating, Plumbing, Air Conditioning

Copenhagen, DENMARK; Frankfurt, Stuttgart, GERMANY; London, Manchester, GREAT BRITAIN.

Homes, Home Furnishings

Melbourne, Sydney, AUSTRALIA; Charleroi, Liege, BELGIUM; Copenhagen, DENMARK; Lille, Paris, FRANCE; Cologne, Hanover, GERMANY; Belfast, Bolton, Brighton, Bristol, Cambridge, Coventry, Gloucester, Harrogate, Liverpool, London, Londonderry, Monmouth, Newcastle-upon-Tyne, Scarborough, Worthing, GREAT BRITAIN; Athens, GREECE; Dublin, IRELAND; Milan, Naples, Trieste, ITALY; Amsterdam, Hague, NETHERLANDS; Oslo, NORWAY; Glasgow, SCOTLAND; Gothenburg, SWEDEN; Geneva, SWITZERLAND.

Leather, Leather Goods

Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; Duesseldorf, Offenbach, Pirmasens, GERMANY; Blackpool, London, GREAT BRITAIN; Florence, Vige-

vano, ITALY; Tokyo, JAPAN; Utrecht, NETHERLANDS; Elda, SPAIN; Malmo, SWEDEN.

Machinery, Machine Tools

Paris, FRANCE; Hanover, GERMANY; London, GREAT BRITAIN; Milan, ITALY; Osaka, JAPAN; Utrecht, NETHERLANDS; Oslo, NORWAY; Bilbao, SPAIN; Stockholm, SWEDEN.

Medical, Chemical, Pharmaceutical

Innsbruck, AUSTRIA; Brussels, BELGIUM; Toronto, CANADA; Copenhagen, DENMARK; Berlin, Karlsruhe, Munich, Stuttgart, GERMANY; Brighton, London, Manchester, GREAT BRITAIN; Milan, ITALY; Osaka, JAPAN; Bilbao, SPAIN; Basel, SWITZERLAND.

Motor

Brisbane, Perth, Sydney, AUSTRALIA; Brussels, BELGIUM; Copenhagen, DENMARK; Paris, FRANCE; Cologne, Frankfurt, GERMANY; London, GREAT BRITAIN; Turin, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Zurich, SWITZERLAND.

Office Equipment, Machines

Melbourne, AUSTRALIA; Brussels, BELGIUM; Copenhagen, Herning, DENMARK; Paris, FRANCE; Munich, GERMANY; Leeds, London, Manchester, GREAT BRITAIN; Amsterdam, NETHERLANDS; Stockholm, SWEDEN.

Packaging, Materials Handling

Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Duesseldorf, GERMANY; Brighton, London, GREAT BRITAIN; Dublin, IRELAND; Padua, ITALY; Tokyo, JAPAN; Amsterdam, NETHERLANDS; Gothenburg, SWEDEN; Taipei, TAIWAN.

Plastics

Toronto, CANADA; Oyonnax, Paris, FRANCE; Duesseldorf, GERMANY; London, GREAT BRITAIN; Tokyo, JAPAN; Utrecht, NETHERLANDS.

Toys

Montreal, CANADA; Paris, FRANCE; Munich, Nuremberg, GERMANY; Brighton, Bristol, Harrogate, London, GREAT BRITAIN.

SUCCESSFUL AGENT K. E. G. Peters (left), managing director of Draytal, Ltd., United Kingdom agents for Adamation Inc. institutional dishwashing machinery, describes his automatic conveyor system to M. E. Healy of the Gas Council, while Miss P. Burman of Draytal looks on at January Trade Center show.

London Trade Center show leads to sales for catering and hotel equipment agent

It took K. E. G. Peters 18 months to get his first order for an Adamation institutional dishwashing machine in England. As United Kingdom agent for the U.S. machines, his problem was to convince buyers of the efficiency of the equipment, and the large size of the units precluded on-the-job demonstrations.

Then, in September, 1965, Peters was offered a space to exhibit his products at the show of hotel, restaurant, and institutional catering equipment at the U.S. Trade Center in London, Jan. 18-28, 1966.

The Trade Center show was the turning point for sales of catering equipment by Draytal, Ltd., Peters' company. As a direct result of the show, actual sales and firm orders on hand for various equipment totalled over $90,000, with future sales attributable to the show estimated at $115,000.

Four complete dishwashing systems were sold through the show, each valued at between $10,000 and $12,500. In addition, three silver burnishing machines, at $600 each, and three "Lusterators," at $300 each, were sold. Kitchen shelving worth nearly $8,500 was sold, along with over $5000 in plastic dish racks.

The equipment was purchased mostly by large users such as hotels, clubs, casinos, and colleges, pointing up a basic difficulty in selling such machinery in Great Britain. Water, electricity, ventilation, and drain services in many old buildings are not arranged to accommodate the modern U.S.-designed equipment.

Despite such difficulties, Peters is confident that long-term installations of U.S. machinery in new buildings, and as older hotels and restaurants are modernized, will increase.

Israel schedules exhibition of data processing equipment

Irsael has scheduled an exhibition of automatic data processing equipment, to take place in Tel Aviv, Nov. 15-24. Prospects for computer sales in Israel are good, with nearly 200 planned installations by the end of 1970. In greatest demand are small and medium-sized computers, as well as computer supplies and accessories.

Write: Messrs. Zur & Zur, Ltd., 51 Gordon St., Tel Aviv, Israel, Cable address: ZUNIL, Tel Aviv.

Worldwide Business Outlook pages 26-33

CURRENT DEVELOPMENTS IN BRIEF: Treaty of Economic and Commercial Cooperation signed by **Dahomey** and **Switzerland** which continues liberal Swiss customs treatment of Dahomean imports. Provisions for investment guarantees, cooperation in economic and technical areas are also included . . . In **Spain,** a new oil field was discovered in the northern province of Burgos. The oil was found at a depth of about 3,060 feet; the density and quality is reported to be superior to that found at Ayolunengo a year ago . . . A new German-financed $500,000 brewery near Lome, **Togo,** produces beer at an annual rate of 30,000 hectoliters under the trade name, "Biere Benin." Projected plans include new production line next year which will double output and expansion to include non-alcoholic beverages, and production of by-products such as livestock, poultry feed, yeast extracts and carbonic acid . . . **Venezuela's** new National Four Year Plan projects fixed gross investment in hydrocarbons for 1965-1968 at approximately $1.1 billion, of which the private sector is expected to supply $1 billion. Oil production is slated to rise 4% a year from 205 to 231 million cubic meters, while the value of oil exports is expected to grow 4.4% a year . . . SEN-AS asbestos sheet factory near Dakar, **Senegal,** was inaugurated to produce building materials for roofs and walls, and water pipes. The plant has an annual capacity of 12,000 tons; the Senegalese market will absorb about 5,000 tons while export outlets are being sought for additional production . . . The Government of **Sierra Leone,** Haifa Refinery Co., and Japanese construction firm NISSHO, have signed an agreement for construction of an oil refinery in Freetown, at an estimated cost of $5.3 million. The refinery will have a maximum capacity of 10,000 barrels of crude oil a day and will be completed in April, 1968.

Danes like competition

Commercial attache finds almost endless potential for new products

by ROBERT A. BROWN

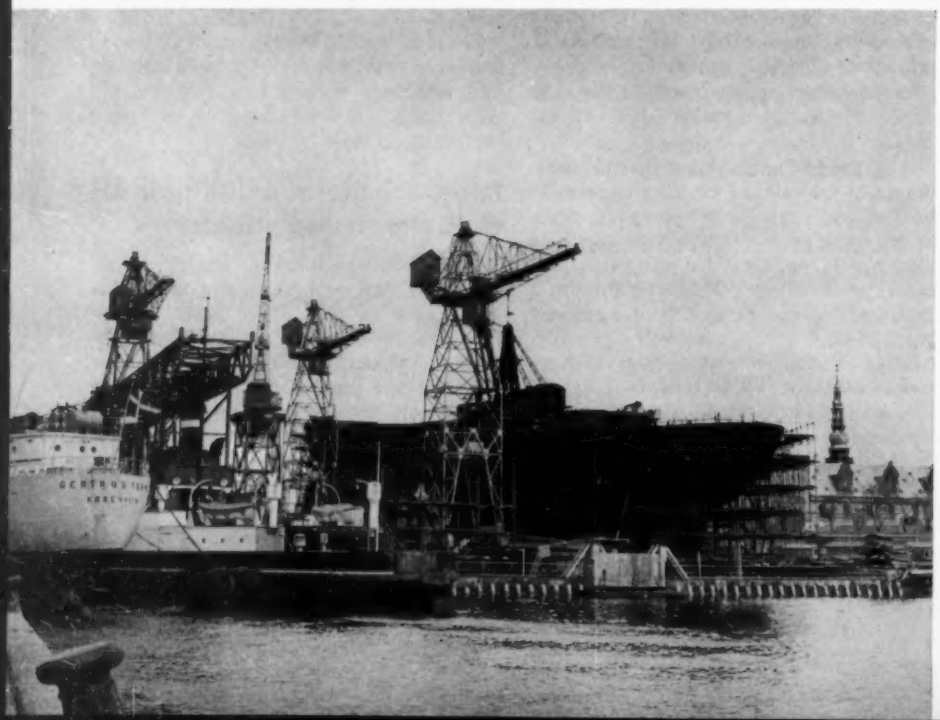
Commercial Attache
U.S. Embassy, Copenhagen

Denmark is a fairly small country of almost five million people who enjoy a high standard of living and a yearly per capita GNP of over $2,200. Total imports in 1965 amounted to almost $3 billion, or about $600 per person.

On the face of it this would appear to be a good market for a highly industrialized country to sell to—and it is!

Most of the manufactured products of the world can be found in the shops of Copenhagen and the provinces. The Danes are selective buyers and, therefore, the competition is intense. There are opportunities for American sellers in Denmark, but it will not be an easy row to hoe.

SHIPS TO CARRY DENMARK'S GROWING WORLD TRADE are emerging from this Copenhagen shipyard.



Although American-made products can be found in all phases of the Danish economy, the greatest percentage of them are in the agricultural field, particularly oilseeds, grain, tobacco and feedstuffs.

U.S. sales of machinery, transportation equipment, and chemicals and pharmaceuticals have equally high monetary values but relatively small percentage shares.

The obvious area of concentration, then, would seem to be these three fields which together account for almost one-third of Danish imports. As to be expected it is also in these fields where the competition is the greatest from Germany, Sweden, England and from local production.

Must use subsidiaries

To be at all competitive in these areas American firms will have to utilize their European manufacturing subsidiaries (which will, of course, only indirectly benefit U.S. exports) or concentrate on those items which are relatively unaffected by freight costs.

The Danish economy is itself changing and its needs differ from those of a few years ago. Increasing industrialization, labor shortages and lower tariffs on industrial items through EFTA agreements have drastically altered ways of doing business.

The Danes are smart, shrewd businessmen and their thousand year old kingdom

testifies to their ability to adapt to changing conditions. Since they are looking for new products, techniques and procedures it behooves U.S. companies to make a concentrated effort in these new directions.

Although traditional products retain an important role, the newer techniques and services have the real potential.

What fields hold the most promise to the enterprising American businessman?

The traditional field, covering most of the regular commercial and industrial items which have dominated the import picture, has some areas which should respond to increased pressure. Plastic raw materials are a case in point: one major American company has increased its share of the Danish market fifty times in just three years. Synthetic fibers for spinning as well as piece goods are also promising items. Machine tools for new industries as well as for modernizing purposes represent a fertile field.

Agricultural machinery represents an important import field which has had very little American impact, except through European subsidiaries. This is also true of the specialized machinery used in the textile industry, the printing and binding industry, and mechanical handling equipment for all purposes.

Small U.S. share

Heating and cooling equipment is imported in large quantities with a high value, but the U.S. supplies only a small proportion, thereby indicating a potentially fertile area. Packaging machinery and materials are promising because of the burgeoning Danish industry and its new requirements. This is also true of specialized equipment for supermarkets.

The sales potential of new products are almost endless, since the products themselves are continually changing as new uses are uncovered. There is potential in Denmark for almost anything in the electronic field, but more particularly in some of the more sophisticated measuring and control devices; telecommunications, particularly for boats and ships (the fishing and shipbuilding industries are both important); as well as transistors of all type.

Computers, data processing, automation and other labor saving devices of this nature all represent new areas of activity which are still being explored to determine all facets of their ultimate use in Denmark.

The use of new building materials in the local construction industry should also prove worthwhile.

The intangible field of services and techniques also offers Americans a great opportunity. Since Denmark is on the verge of a great turnover in business methods, new marketing and merchandising techniques will have to be adopted. In this field Denmark is about where the United States was in the 1930's.

There is no reason why this area cannot be important to American management firms who could provide more modern practices and techniques. Public relations, advertising, management and employment consultants, plant engineering and traffic and even public areas of highway and traffic control, are all areas requiring attention.

Supermarket and other chain store activities provide additional activities needing reorganization.

Any field in which labor saving devices could be incorporated would be welcome in this labor-starved economy.

The United States ranks fourth as a supplier of Danish imports, having lost ground to Sweden when the more favorable EFTA tariff provisions began to prove effective. Germany and England rank as number one and two.

If the Common Market and EFTA countries should ever merge, the American position in Denmark will be even harder to maintain, since both tariff and transportation factors will then be operative.

Therefore, the emphasis of our business activity has to be across the board; capturing more of the traditional market; getting in on the ground floor of the new products; and making our presence felt to a greater degree in the field of services and techniques.

By concentrated effort, rather than over-night stops, the Danish buyer can be convinced of the greater merit of many American products. But it cannot be done without finesse and planning on our part since the competition is working just as hard, and in some cases harder.

Although this is a tough market, capitalistic to the "nth degree", the challenge should not perturb us since it operates within the rules and structure that have been familiar to Americans for generations.

DENMARK EARNS FOREIGN EXCHANGE TO PAY FOR IMPORTS through sales of the Carlsberg Beer being packed for export at this brewery. Plant design is also a promising area for U.S. enterprise in Denmark.

Danish-U.S. Trade Council

A Danish-American Trade Council has been established in New York to help in expanding commercial relations between the two countries. The Council, which also has chapters in Chicago, San Francisco and Los Angeles, is designed to undertake functions in support of Danish-American trade which are for one reason or another beyond the scope of ordinary governmental operations.

The Council's headquarters are being established at Room 605, 665 Fifth Avenue, New York, N.Y. 10020. Phone: 212-759-2660.

IN INDIA

Diplomats turn farmers

Crash food production program brightens sales prospects for U.S. farm equipment

By JAMES S. LANIGAN
Counselor for Commercial Affairs, U.S. Embassy, New Delhi

The Commercial Counselor in the Embassy in New Delhi has become a farmer, so has the Director of the AID Mission, so has the Ambassador. In fact, as awareness of the mounting threat of world famine resulting from the population explosion has spread through the chanceries and ministries located in the developing countries, more and more public officials of all countries have become farmers.

India has today between 470 and 490 million people to feed. Five years from now, India will have approximately 560 million people to feed and in ten years, at present growth rates, she will have approximately 640 million people.

Just to hold present levels of food consumption, which are inadequate, India must increase food grain production by about 15 million tons in five years—assuming continued food imports at substantial levels.

To accomplish such an enormous increase, a whole variety of new inputs and techniques must be applied to farming. Some must be produced by the Indians themselves from their own indigenous technical and human resources; others must come from abroad in the form of imports and new private investment.

Fertilizer is considered the most pressing need. India's consumption of fertilizer is approximately three pounds per acre, one of the lowest in the world. Korea uses 137 pounds per acre and Taiwan 187 pounds per acre.

Four million tons

Indian agricultural experts estimate that in order to make the needed increase in food production, fertilizer consumption must be boosted to 23 pounds per acre during the next five years. Such an increase would require approximately four million tons of fertilizer annually, but present fertilizer production capacity in India is only six hundred thousand tons.

The necessary expansion will require substantial foreign private investment in the form of capital equipment and know-how. It will also require substantial imports of raw materials such as potash, phosphate and sulphur, in addition to fertilizer, at least for the immediate future.

Potentially exploitable deposits of phosphate and sulphur have been discovered recently, but it will be some years before they are developed.

The Government of India considers the need for additional production capacity in fertilizer to be so urgent that it has sent a team of senior officials headed by the Secretary of the Cabinet, to meet with some of our principal fertilizer manufacturers and discuss the possibility of further U.S. investment in Indian fertilizer production.

This team will spell out in detail the nature and size of the potential fertilizer market in India, as well as the incentives available to U.S. investors.

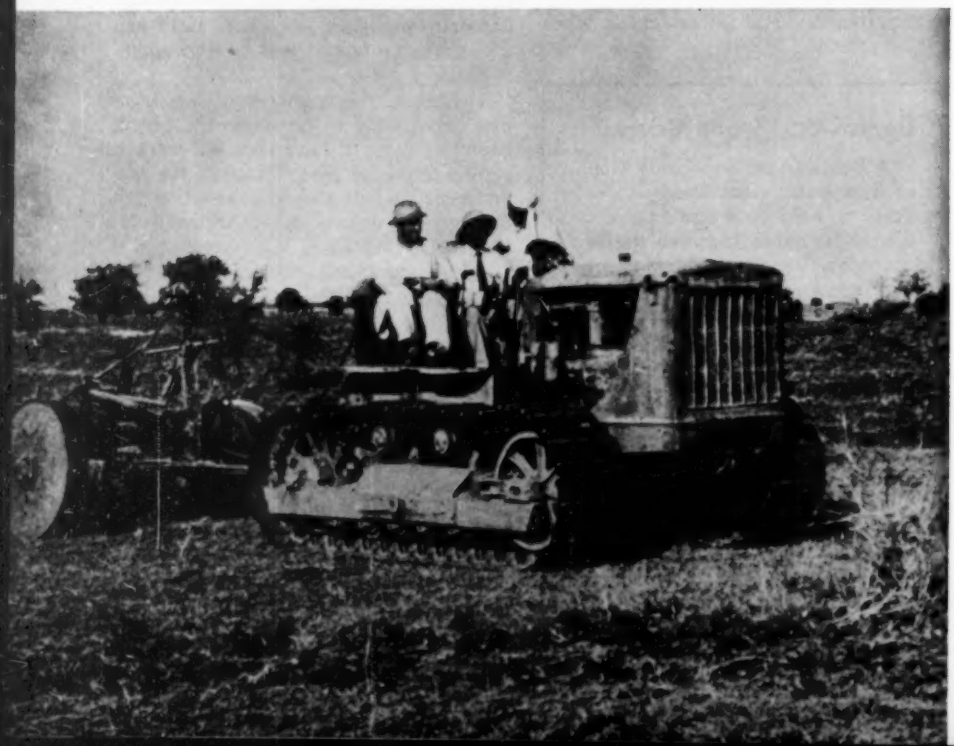
They will also explain to fertilizer manufacturers the new policies recently announced by the Indian Government, which permit foreign investors to hold majority equity in fertilizer projects and which eliminate price and market controls for seven years from the beginning of production.

However, fertilizer is only one of the requirements for Indian agriculture to step up food production. Another important feature of the Indian agricultural program is minor irrigation, involving the use of wells and small canals. Fertilizer and water, along with improved seeds, must be used together. The improved seeds program alone will require an estimated 40 new processing plants.

During the fourth five year plan, the Government of India hopes to put another nine million acres under minor irrigation. This will require substantial additional amounts of new equipment, some of which can be manufactured by Indian companies. Some of it will require joint ventures with foreign investors who can furnish special technology and equipment.

An estimated $57 million worth of irrigation machinery and equipment will have to be imported during the five years, including such items as drilling rigs, crawler tractors and compressor units used in drilling wells. Some heavy duty compressors will have to be imported.

HALF OF INDIA'S 40,000 TRACTORS ARE UNDERUTILIZED because of spare parts shortages, according to an Indian official. Tractors, particularly those of less than 20-horsepower, are needed in large numbers.



The fourth plan estimates that the need of pumps for irrigation will be in the area of 560,000 for the next five years, and it may well exceed this amount. Although certain types of pumps are made in India, newer and better types are going to be required.

India will need more electric motors for pumps and stationary diesel engines. Again, much of this equipment will be produced in India, but many special models will not be available locally.

The minor irrigation program needs steel pipes and control valves, most of which must come from abroad. Fiberglass pipes may be better suited to Indian conditions but they are not yet produced locally. Earthmoving and land preparation equipment will be required from overseas sources. This program alone may require imports worth about $30 million.

A portion of India's foodgrain is lost to animal pests, diseases, weeds and other parasitic plants. Solving this problem will require a much broader program of plant protection.

Multiple counting

At the present time, approximately 40 million acres gross (an acre treated more than once is counted each time) of land receive various types of plant protection. During the next five years, the Indian Government hopes to increase that coverage to at least 200 million acres.

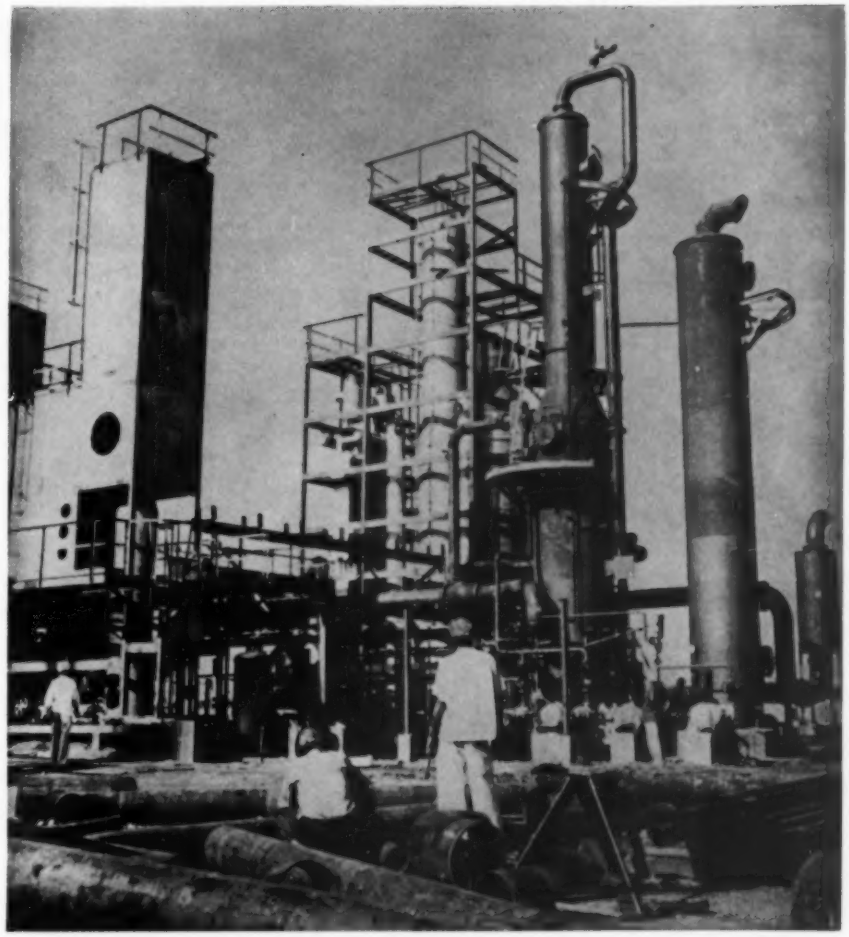
This will require very substantial new amounts of pesticides and plant protection equipment. Approximately two hundred thousand manual sprayers are produced in India annually. The Government estimates that it will require 900,000 units annually at the end of five years. Shortages of raw material such as brass have proved to be a bottleneck in this production program.

Knapsack power sprayers are high on the priority list for expanded production. Imported engines of up to three horsepower will be needed for this operation.

Such small gasoline engines are not produced in India at the present time, but production should begin this year. An estimated 8,000 units of this type will be imported this year—253,000 in the next five years.

Aircraft spraying is under consideration, but the lack of trained pilots, aircraft and aerial spraying equipment are serious impediments to spraying operations of substantial magnitude.

Small tractors and farm implements are needed badly throughout the country. However, production of this type of machinery requires special high carbon and alloy steels which India does not produce in quantity.



FERTILIZER IS INDIA'S MOST PRESSING FARM NEED, but plants like this one near Bombay can only produce 600,000 of the 4 million-ton annual production which is India's goal in the next five years.

Tractors of less than 20 horsepower are needed in large numbers. Since they are not produced now, the Government of India has given serious consideration to manufacturing them itself.

One Indian official estimates that half of the 40,000 tractors now in the country are underutilized for lack of spare parts.

Various types of equipment are required for investigating water resources and soil testing. This program needs such items as level instruments, electric loggers, moisture meters, tensionmeters, soil moisture measuring and testing devices, and hydro-thermographs.

The government estimates that it will need approximately $300,000 worth of this equipment from abroad during the next five years.

Obviously, India's urgent need to increase its food production in the shortest possible time presents a large market for American manufacturers of equipment related to the growth of food. Much of this equipment must be financed by aid from the U.S. and from the other members of the Aid India Consortium.

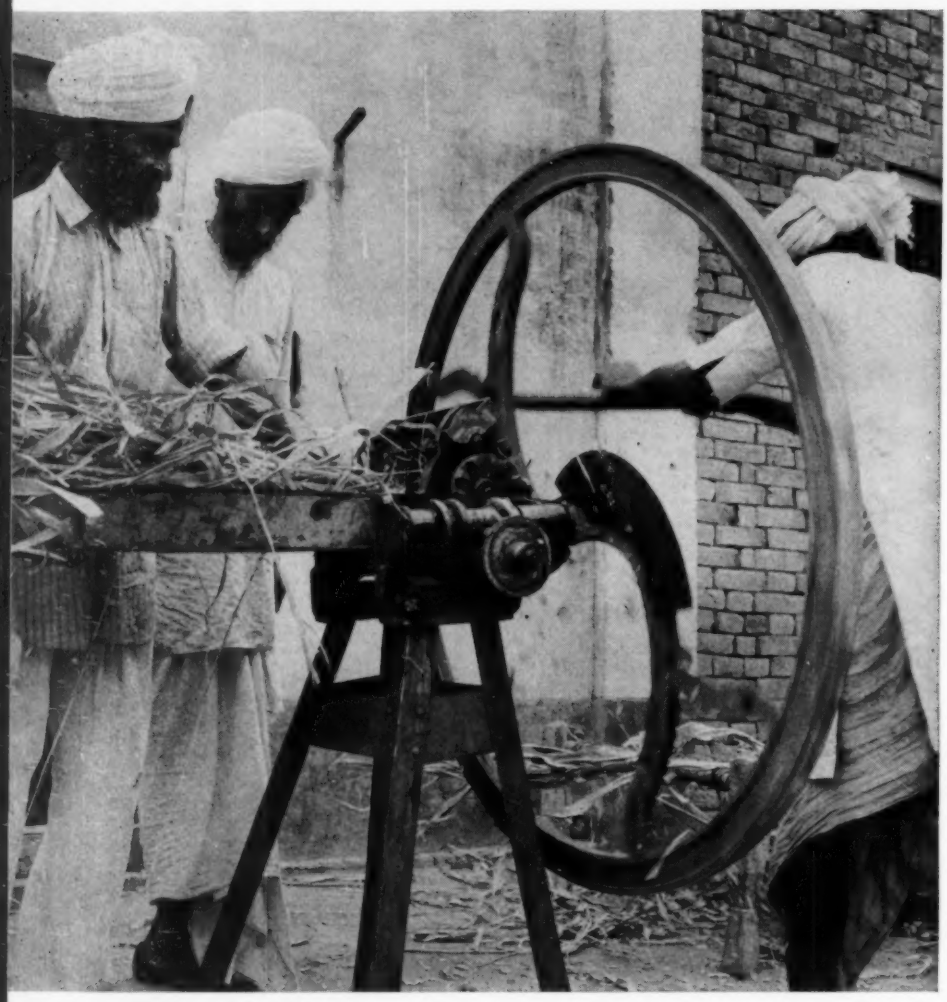
However, the priority for this food growth program is such that India will undoubtedly use some of its limited foreign exchange to procure agro-industrial equipment.

Because the Government of India is anxious to become self sufficient in many of these industries in the shortest period of time, it is also ovbious that there is a fertile field for new joint ventures between Indian and American manufacturers.

Credit problems

However, there are problems, such as those related to distribution and farm credit. In many cases, the U.S. investor will have to establish his own marketing system. Regarding farm credit, the Government of India is making intensive efforts to develop and improve facilities available to the farmer.

India is seriously moving on the food front. It is receiving the full support of



EVERYTHING GETS USED IN INDIA, and these men are grinding cornstalks for feeding to cattle. India's food shortage has opened the market for sales of practically every kind of agricultural machinery.

the U.S. Government. It now needs large scale support from private enterprise in the free industrial nations, which have so substantially contributed to the miracle of food production in Taiwan, Israel and Japan.

Here lies an opportunity not only to build a profitable market for the future, but also to make an invaluable contribution to overcoming the threat of world famine.

Continuing market

There should also be a continuing market during the next few years for traditional U.S. exports, particularly maintenance items such as raw materials and spare parts.

American manufacturers should therefore continue their efforts to export the following types of goods, which seem to have substantial sales potential:

Power generating equipment, tool and special steels, transport equipment, nonferrous metals, machine tools of types not presently made in India, basic chemicals, construction and earth moving equipment, and rayon and wood pulp.

Although the fourth five year plan which will cover India's economic development program through 1971 has not yet been announced, the severe foreign exchange situation will probably result in concentration on the fuller utilization of existing capacity rather than the creation of new plants.

Therefore, manufacturers of raw materials and components needed by existing Indian factories should find a growing market during the next few years.

This will also mean that companies which desire to take advantage of this shift in emphasis will have to engage in more aggressive marketing activities in order to keep pace with the shifting requirements of the market. Salesmen will have to visit factories and industrial groups in India to determine the demand and then sell.

Prospective suppliers should not, of course, completely overlook the heavy capital goods market, since the fourth Five Year plan will obviously include certain new plants and projects. The potential market for capital goods will undoubtedly be smaller than in the immediate past, but it will still be substantial.

In addition to AID-financed sales, there will exist a sizable market for goods to be purchased from India's free currency earned by her exports. This is admitedly a more competitive portion of the market, since procurement will not be tied to U.S. sources, but this potential should not be overlooked.

In terms of long-range market planning, those American companies which become well established in this free currency market now will be much better able to continue selling in India after U.S. aid is phased out.

Profound effects

The recent devaluation of the rupee will of course have profound effects on many aspects of India's foreign trade. It is hoped that this action will stimulate exports.

An appraisal of the whole field of import controls is now in progress, with Government officials having publicly announced their intention to relax import restrictions within the next few weeks, so the country can make better use of existing industrial capacity.

It is still too early to predict the short term results of the devaluation move, but it is obvious that the removal of import restrictions along with other efforts to liberalize the economy should have a favorable long term impact on Indo-American trade in both directions.

FABRICATED METAL PRODUCTS

A Welsh firm of welding and fabricating engineers seeks a license to manufacture metal containers and special or normal valves for maritime applications.

The company is currently concentrating on service in the process automation, power generation and automatic control valve fields. It is expanding into the exotic metals field.

Write: Milford Haven Automation and Engineering Co., Ltd., The Dockyard, Pembroke Dock, South Wales, United Kingdom. WTD.

Panama's businessmen expect economic pace to keep accelerating

Demand for imports running 15 to 20% ahead of 1965 pace; decree tells local industries how to request import quotas

Construction activity was at a record level and commercial bank deposits and loans reached new highs in Panama during the first quarter. Government receipts rose while the total floating debt declined, and there was almost universal optimism for an accelerated economic pace in most sectors for the remainder of the year.

The Panamanian economy grew by 8.1% in 1965, bringing the gross domestic product (GDP) to $615 million. The Director of the Planning Office recently predicted that Panama's GDP would continue to increase at an average annual rate of from 7% to 7½% during the next few years, or about 4% per capita. He said public and private investment would have to average $100 million per year to maintain an annual rate of 7%. The value of applications for construction permits totaled $6.5 million during the quarter and represented an increase of about 50% over the comparable period in 1965.

The economic expansion was also reflected in the near absence of the traditional post-Christmas slump in retail sales. Sales ran from 15 to 25% higher than the same period in 1965. Many lines of white goods and clothing were selling even better than during the pre-Christmas period.

Sales of construction materials and hardware were far above original estimates and even the traditionally slow movement of heavy industrial construction equipment was up, despite a shortage of medium-and long-term financing from local commercial banks.

A substantial part of the present boom is probably being financed by company savings and by the return of capital from abroad. In 1965, time deposits rose from $23.7 million to $37.6 million. Total bank loans increased 20% for the year, and during the first quarter of 1966 they rose another 4.8%. Another encouraging note was the speed-up on Government payments of overdue debts to commercial creditors. The waiting period for such payments was reportedly down to a normal 60-to-90 day basis by the end of March.

Government spending also increased, partly because the first quarter dry season is traditionally a period during which extensive building and repair programs are contracted. A $1.7 million program to improve sewer facilities in the city of Colon and a larger sewer and water project for Panama City are underway.

Morrison Knudson continued construction activities on a 30-mile section of the Inter-American Highway system in Panama under a $10 million three-year contract, with the completion scheduled for early 1968.

Housing project

Plans were announced for a 30-unit housing project in Penonome, the first project of a recently announced Inter-American Development Bank loan of $9 million to finance a building program for provincial cities. The Government has announced its intention to construct at least one major new hospital and improve facilities at a number of airports in the Republic. It also announced that a portion of the Trans-Isthmian Highway in the Panama City area is to be widened and repaired at an estimated cost of $2.5 million.

Work continued on the 22-megawatt private thermal electric power plant being constructed at Las Minas Bay by Panama Light and Power Co. Before the end of 1966, the same company will spend $3 million on a program which includes the installation of some 6,000 new telephone lines; an additional telephone exchange in Panama City; automatic dialing between Panama City and Colon, and between these two cities and the Canal Zone; reducing the use of party lines; introducing a new type of handset; a change-over from five to six-digit telephone numbers, and improved methods of protecting cables and equipment from atmospheric conditions.

Private and public development activities, including those mentioned above, will generate import opportunities. For example, imports of machinery and equipment will be required for construction now underway on new plants to manufacture food products, agricultural hardware, clothing, cosmetics, and liquors, and to expand facilities for the production of iron and steel products, aluminum forms, lumber products, and animal feed supplements.

Other new projects under construction include a $9 million textile plant, a $5

U.S. ROADBUILDING EQUIPMENT is playing a big part in the progress of the Inter-American Highway through some of Panama's toughest terrain. A U.S. firm is building this 30-mile stretch. (World Bank)

million cement plant, a citrus juice processing installation, and a plant to manufacture cement and cement pipe and tubing.

In the public sector, heavy equipment requirements during 1966 could result from the implementation of plans for road repairs and expansion, rural electrification, government housing projects, and the Colon sewer project. Increased purchases of farm implements and machinery, breeding stock, fertilizers, insecticides and pesticides seem certain.

Panama's demand for imports in 1966 will probably increase again as it did during 1965. Total imports should be about $181 million, compared with $168 million in 1965. Imports during the first quarter of 1966 were running 15 to 20% ahead of the same period of last year, according to preliminary reports.

One of several significant first quarter trade developments was the promulgation of a decree outlining steps to be taken by domestic Panamanian firms desiring import quota protection. The law was issued primarily to clarify procedures and provisions of existing legislation designed to protect local "infant" industries through the establishment of import quotas. During the quarter, a quota was established on future imports of oil and waterbase paints and on low-cost women's undergarments.

An economic mission from Panama set out on an official visit to Japan, Formosa, and Hong Kong.

U.S. trade missions

Two U.S. trade missions. one from Dallas and one from Fort Worth visited Panama during the first quarter, and members of both groups indicated that they had been successful in concluding a variety of business arrangements.

Panama is one of the few countries in which the total income from commercial air cargo services exceeds that from passenger ticket sales. Imports via commercial air transports increased 57% in 1965 over 1964, and exports (including reexports) increased 54%.

The expanded air cargo activity is in part due to the increasing use of Panamanian warehousing facilities by manufacturers and traders seeking to improve servicing of their area markets, such as the recent action taken by an American manufacturer of light aircraft in obtaining Government authorization to establish a bonded warehouse in the area of the Tocumen International Airport. Repair facilities and spare parts will be available to service the manufacturer's planes operating in Panama and in other Central American countries.

Heavy development expenditures burden Sierra Leone's economy, but long-term outlook is hopeful

Nation made large purchases of U.S. machinery during 1965; several American firms are involved in new industrial ventures

Business conditions in Sierra Leone are currently sluggish, but are characterized by increasing competitiveness. The long-term prospect, which depends largely upon continued foreign assistance and fuller exploitation of agricultural and mineral resources, is for a modest rate of growth.

Present economic difficulties stem from Sierra Leone's attempt to maintain a high level of expenditure on development projects while exports were failing to keep pace with imports and government revenues were falling short of budgetary expenditures.

The 1965 trade deficit was mainly the result of exceptionally high imports of capital goods for development projects, as well as increased food imports, and a drop in the export value of diamonds, Sierra Leone's main export, and coffee.

Imports from the U.S. increased from $4.6 million in 1964 to a record $14 million in 1965. Principal commodities involved were mining and construction equipment (including machinery for the U.S.-British owned rutile mine), air conditioning and refrigeration machinery, and food products (including PL-480 commodities). The abolition of Commonwealth tariff preferences early in 1965 was of considerable help to U.S. exporters in some consumer lines.

Recent investment activity involving U.S. interests includes the construction of a diamond cutting and polishing plant. a small reconstituted milk plant, and plans for a wheat flour mill in Freetown which will have an annual capacity of 20,000 tons. Other new industries already in operation or in the advanced planning stage are two small garment factories, a knitting mill, plans for the production of paper box containers, and a $2.8 million palm kernel mill with production scheduled to get under way this summer.

Construction is also scheduled to begin later this year on a $5.5 million petroleum refinery with an annual import capacity of 10,000 barrels, which will be completely owned by the Government and managed by a Japanese firm.

The Government's development plan is placing high priority on the expansion of agriculture to keep up with the moderately growing population and to meet recurring food shortages caused by heavy migration from farm to cities. While agricultural products (principally rice and palm kernels) showed modest increases in 1965, high agricultural imports are expected for at least several years.

The U.S. Agency for International Development finances about $1 million worth of food shipments per year to Sierra Leone.

The country's heavy dependence on diamonds for foreign exchange earnings is slowly changing toward greater diversification. Production of diamonds dropped slightly to 1.4 million carats in 1965. Since exports exceeded production there was a corresponding reduction of stocks on hand.

While the output of the major producer, Siera Leone Selection Trust, has fluctuated little since 1960, that of the small alluvial diggers has fallen sharply. Over-all production is expected to continue at about the current level for the next few years, but long-range prospects are less certain.

Iron ore production increased slightly in 1965 to 2.1 million tons and is expected soon to reach 2.7 million tons per year, while bauxite production (204,000 tons in 1965) is expected to reach 500,000 tons annually due to an expansion project now under way. Initial production of the rutile plant, with U.S. private participation, is to begin later this year at a rate of 50,000 tons per year.

A consortium of five large companies, of which three are American, is actively prospecting for minerals in the Northern Province. The consortium hopes to find exploitable deposits of gold and molybdenum, among other ores.

Argentina makes partial recovery from last year's industrial slump

Government expects revised credit rules to spur imports; Cities Service teams with state oil firm in drilling operation

Argentina, by the end of the first quarter of 1966, recovered partially from the industrial downturn which began late last year.

A strong improvement was seen in automobile sales, one of the main indicators of the economic situation, although this also in large part reflected anxiety over possible new taxes on sales of automobiles. There were substantial gains in electric power consumption and chemical sales, and cement deliveries continued strong, although with greater strength in deliveries to the public sector.

A decline in pig iron production was accentuated in March because of plans for the relining of the SOMISA blast furnaces. Crude steel production was slightly higher but finished steel output was off 10% compared with first quarter 1965.

Sales of agricultural machinery were down sharply, although this appears to have been due largely to the cancellation of the Government's tax exemptions for the purchase of such equipment. Several large, well-established Argentine manufacturing firms had to seek renegotiated terms with creditors during the quarter. The textile, clothing, paper, and graphics industries all suffered from the situation of relative tightness of credit.

Exports up

Preliminary official data put Argentina's trade surplus for the first quarter of 1966 at $171 million, well above last year's $65.3 million surplus for this period. Exports were $417 million, up $69 million over the same period in 1965, with wheat, wool and hides among the items responsible for the increase. Imports for the quarter totalled $246 million, off $37 million from 1965.

Steepest drops were in current imports, as illiquidity and accumulating inventories of certain finished goods encouraged reductions in stocks of imported raw materials and intermediate goods for industrial consumption. The share of capital goods imports in total imports reportedly increased.

Official predictions foresee a 1966 trade surplus of $215 million, compared with $294 million last year. Heavy shipments of wheat to Communist China and Russia and a favorable outlook for exports of corn, other feed grains, and meat could result in greater export earnings than predicted. Government trade experts, however, expect an upturn in imports.

Accelerated approval of special import permits for industrial investments and possible revision of credit regulations for capital goods could stimulate such imports. The Argentine Government recognizes the danger that a continued low level of imports of raw materials and semi-manufactures might have a recessionary effect. Similarly, a low level of imports of capital goods might stymie industrial development and modernization.

Unfavorable weather

Unfavorable weather hampered Argentine agriculture during the quarter. Rains and floods in the northeast provinces inflicted severe damage to crops and livestock. Cotton and tobacco were reduced by 40% and 25%, respectively, from 1965 figures. As the floods to the north receded, violent winds and hail storms hit the late-harvested apples in the Rio Negro Valley and climaxed one of the poorest seasons for Argentine deciduous fruit production.

Brisk shipments of wheat from the record 1965 crop continued despite outmoded port facilities and intermittent labor stoppages by stevedores. Grain producers laid plans for their 1966-67 plantings in the light of an announcement by the Government of substantially higher support prices that are intended to encourage production. Sorghum output for 1965-66 is estimated at 2.1 million tons, more than double the figure for the previous season.

Replenishment of cattle herds, now estimated at nearly 47 million head, provides a strong basis for increased beef export volume. Export prices for beef, however, slumped during the quarter, although they later recovered somewhat. Argentine producers are concerned not only over the likelihood of lower prices this year, but even more over the danger of a restrictive policy on beef imports by the European Economic Community.

In other livestock products, wool shipments during the quarter outpaced those of last year as a result of good prices, stronger demand, and diminishing stocks in Europe. A temporary suspension of hides and skins exports was lifted but then reimposed at the end of March upon the announcement of U.S. export controls on the U.S. supply.

Petroleum needs

National crude production for the first quarter totalled 4.1 million cubic meters, an increase of 6.5% over the same period in 1965, but 2.4% below the last quarter of 1965.

The opening of the pipeline to the El Catriel field in Rio Negro last July has raised the level of domestic crude production over the past eight months, but production from this field apparently has leveled off to an average daily production of 5,600 cubic meters (about 12% of total national production). There has been a slight decline in crude output from all other oil fields, with the exception of the Mendoza Basin, where the State Oil Entity (YPF) and Cities Service have been carrying out an active drilling program.

Imports of petroleum and petroleum products reached $25.6 million for the first quarter of 1966, compared to $23.1 million for the same period in 1965. The increase was registered despite a decrease in imports of petroleum products, as crude imports rose from $11.9 million for the first quarter of 1965 to $18.4 million for the first quarter of this year. The delay in carrying out this year's drilling program will no doubt require increased imports, particularly since local demand for petroleum products in the first quarter is running about 7% above last year.

Improvement in the short-term balance of payments situation, reflecting the favorable trade surplus, and the continued sale of dollar bonds to many firms making remittances abroad enabled the Central Bank in mid-March to announce that the backlog of remittances which began in mid-1964 had been eliminated and that new remittance applications were being processed without delay.

The quarter was marked by intensive labor activity with a number of strikes and a series of important wage negotiations. The Government strove to bring about wage contract settlements within its 15% maximum goal, but in most cases wage increases substantially exceeded this goal.

Peru eases Callao customs clearance

The Peruvian Government has provided for a new system for prompt clearance of storage areas and piers at the Callao Customhouse.

Bulky and dangerous cargo may be withdrawn immediately after arrival upon presentation of a new customs document called "Application and Permit for the Immediate Delivery of Merchandise through Payment of Advanced Duties" (Solicitud y Permiso para Entrega Inmediata de Mercaderias Mediante el Pago de Derechos Anticipados). Settlement of duty payments must be made within 30 days after presentation of the document.

Merchandise subject to this regime must correspond to the following categories:

- That of considerable weight or volume, imported in water-tanks or large tanks for unloading by pipe systems; in barrels, bins, drums, bags or bundles; in demjohn lots; in wooden or cardboard boxes, or in bales; also CKD of easy identification;
- Inflammable materials, explosives, dangerous to handle or harmful to human health, regardless of containers; perishable goods and those that require refrigeration or are subject to contamination; also livestock on-the-hoof.

Argentina, Bolivia sign revised trade agreement

Argentina and Bolivia have signed a revised trade agreement providing generally for reciprocal most-favored-nation treatment with respect to customs duties and taxes as well as matters concerning the purchase, sale, transportation, distribution, and utilization of products from the other party.

Arrangements made by Argentina under the Latin American Free Trade Assn. (LAFTA) agreements, however, are not affected by this new trade agreement.

Each of the two governments will facilitate trade in specific products of interest to the other and to cooperate in the investment of private capital in the country of the other. Argentina has granted concessions on a substantial list of imports from Bolivia, similar to those extended in its LAFTA schedule, which it is hoped will reduce the trade imbalance between the two countries.

The agreement will remain in force until three months after notice of denunciation by either party.

Pakistan school project open to international bids

The International Development Association (IDA) an affiliate of the World Bank, has approved a credit equivalent to $13 million for the expansion and improvement of agricultural and technical educational facilities in East Pakistan.

Funds from the credit will be used for constructing and equipping laboratories, workshops and related buildings for instruction in the new technologies, as well as expanding space and equipment for existing technologies.

All civil works contracts for the equivalent of $100,000 or more, as well as all contracts for the procurement of imported construction equipment, books, furniture, building materials and plant, will be awarded on the basis of international competitive bidding.

Uruguay suspends some import prohibitions

The Government of Uruguay has approved a decree which suspends all import prohibitions on merchandise included within the zero, 30%, or 60% surcharge categories.

This new decree rescinds a previous action taken by the Government on April 14 which had extended import restrictions on merchandise in these three categories through Aug. 31.

Imports carrying surcharges higher than 60% are still prohibited.

Yemen revises tariff rates

The Government of the Yemen Arab Republic has reduced by one-third to one-half import duties on wool products, cotton textiles, diesel oil, motion picture equipment, electric appliances, and buses.

Duty rates on children's toys, games, and fireworks were increased by 5%. A defense surtax of 5% and a statistics surtax of 2% continue in effect.

For information on specific items, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Colombia gets $25 million to pay foreign exchange costs of private projects

The World Bank has approved a loan equivalent to $25 million to the Banco de la Republica, Colombia's central bank for relending to five Colombian private development finance companies (financieras) to meet the foreign exchange costs of imports for projects which they finance in the private sector.

The five financieras were established between 1959 and 1963 to provide medium and long-term capital to private industry, and to encourage industrial development. They engage in a wide variety of operations including medium and long-term lending, import-export financing, equity participations, promotions, underwriting and guarantees. They have now become the principal private institutions providing medium and long-term capital to the private sector.

While the nature of the financieras' ownership varies, in general it includes important Colombian banking, insurance and industrial companies; foreign banks and industrial concerns; regional interests and small individual shareholders.

Syria raises duty rates on some textile goods

The amended Syrian customs tariff raises rates on several textile items, mainly those composed of man-made (discontinuous) fibers.

The new rate on most types of man-made textile yarns (whether or not put up for retail sale) is 20% ad valorem, while the rate on woven fabrics of artificial fibers weighing 150 grams and above per square meter, varies from 30 to 40% ad valorem, according to type.

For information on specific rates, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Argentina devalues peso

In a recent devaluation move, the Argentine Government set the new selling price for the peso at 205 to the U.S. dollar. Concurrently, the prior deposit requirement was also reduced from 50% to 40% of the c.i.f. value of the merchandise. OBR 66-21 of May 1966, "Foreign Trade Regulations of Argentina," should be corrected accordingly.

Suspension of export privileges continued against British firms

Bureau of International Commerce orders extension of 45 days

A 60-day temporary suspension of U.S. export privileges against Cargo Consolidation Services, Ltd., of Hayes, Middlesex, England, and its managing director, Albert Sydney Bone, is being continued for another 45 days.

The action by the Department of Commerce's Bureau of International Commerce is based on allegations that Bone falsely told an official of the U.S. Government that automotive spare parts imported into the United Kingdom from the U.S. had been reexported to South Africa.

Formal charges have been brought against the parties, who have denied some of the allegations and have raised legal questions. They have been given the opportunity to present additional information and documents in support of their defense. BIC expects that there will be a decision on the charges before July 20, when the present order expires.

Three other firms of which Bone is managing director are subject to the same restrictions. They are Cargo Consolidation Services (Forwarding), Ltd.; Cargo Consolidation Services (Holdings), Ltd.; and A. S. Bone (Merchandising), Ltd., all of Hayes, Middlesex, England.

The U.S. Export Regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from the U.S.

Dallas company invests in Nigerian logging

Dresser Industries, Inc., of Dallas, Texas, has invested $1 million in its wholly-owned subsidiary in Nigeria to make logging and well completion services available to the petroleum industry there.

The Dresser investment will introduce specialized equipment and qualified technicians to permit more rapid development of Nigerian mineral resources. The Dallas firm plans a training program for Nigerian field employees and expects that Nigerian foreign exchange will be saved by making petroleum and its products available for export.

The Agency for International Development has issued investment guaranties of $1.18 million against losses that might occur through inability to convert local currencies and of $1.12 million against loss from expropriation.

AID guaranties for equity investments are for a maximum term of 20 years and loan guaranties are for the term of the loan.

Icelandair plans purchases of U.S. aircraft, parts

Icelandair, which operates passenger, cargo and charter services within Iceland and between Iceland and Scandinavia and Great Britain, is purchasing one Boeing 727C jet aircraft, related spare parts and equipment to replace older piston equipment.

The Export-Import Bank has authorized a $5.2 million loan to finance the purchase. The total contract value of the transaction is $6.9 million, of which 10% will be paid in cash. The Boeing Company will participate in the extension of credit in the amount of 15% of the contract value.

The loan is to be repaid in 14 semi-annual installments beginning in 1967.

U.S. diesel locomotives to go to Korean railways

Korea will purchase 62 diesel electric locomotives, five wrecker cranes and tools and services from the U.S. to upgrade its railway repair shops.

The railroad, Korea's principal method of transportation for both passengers and freight, is undergoing improvements to make it modern, efficient and financially sound.

An $18.6 million Agency for International Development loan has been authorized to finance the U.S. purchases. The loan will be repaid in dollars over 30 years, following a 10-year grace period.

The Korean Government will relend the full amount to the Korean National Railroad for repayment in local currency in 15 years, including a grace period of one year.

Loan repayments reported by AID

Countries which have received loans under foreign assistance programs of the Agency for International Development and its predecessors have repaid nearly $2.5 billion.

Of this amount, according to AID, $1.48 billion is in U.S. dollars and the remainder, equivalent to $978 million, is in foreign currencies.

The figures include repayments on Food for Peace transactions but do not cover collections by the Export-Import Bank or other U.S. overseas loan programs not administered by AID or its predecessors.

From April 1948 through last March 31, a total of $11.35 billion was disbursed in loans. Of this total, $5.62 billion must be repaid in U.S. dollars. About 60% of the dollar loan total was disbursed in the past four years.

Currently, development loan dollars under the AID program are being spent in the U.S. Procurement of U.S. commodities under AID programs was 90% during the first half of fiscal year 1966.

FABRICATED METAL PRODUCTS

A Welsh firm of welding and fabricating engineers seeks a license to manufacture metal containers and special or normal valves for maritime applications.

The company is in the process automation, power generation and automatic control valve fields.

Write: Milford Haven Automation and Engineering Co., Ltd., The Dockyard, Pembroke Dock, South Wales, United Kingdom. WTD.

The exact time is...

U.S. businessmen can obtain free copies of a **World Time Chart** giving the April-October 1966 time differences between New York and more than 140 countries and regions throughout the world.

Prepared by the International Division of the Manufacturers Hanover Trust Company, the chart is computed to make allowance for daylight saving time wherever it is observed.

Write: Manufacturers Hanover Trust Company, International Division, 44 Wall Street, New York, N.Y. 10015.

London firms lose U.S. export rights

Woodham Trading, Ltd., and Glovet Traders, Ltd., both of London, have been denied all U.S. export privileges for 60 days, in a case involving automotive and aircraft equipment.

The Department of Commerce's Bureau of International Commerce (BIC) said that it had reasonable grounds to believe that the Woodham firm had received substantial shipments of U.S. automotive parts and equipment, and had reexported quantities to Cuba in violation of U.S. export regulations.

The Glovet firm, according to BIC, had made false and misleading statements to the U.S. Government as to the ultimate destination of used aircraft tires which it had ordered from a U.S. supplier.

The two firms share office space and facilities; participate together in business transactions and there is an interlocking directorate between them.

The 60-day temporary order, which is subject to extension, was entered to prevent further violations, while an investigation continues. The order was effective June 10.

All outstanding validated licenses in which the firms have an interest are cancelled; the order applies to their employees, agents and representatives. The U.S. export regulations provide that, without authorization from the Department of Commerce, no person may trade with a party he knows has been denied U.S. export privileges, in commodities exported from the U.S.

U.S., Pakistan sign Food for Peace pact

The U.S. will sell $25.2 million worth of farm products to Pakistan under a Food for Peace agreement between the two countries.

Commodities to be sold include wheat/wheat flour (about 11 million bushels), $17.6 million; soybean cottonseed oil (about 44 million pounds), $6.3 million; cotton, extra long staple (about 3,000 bales), $600,000; and tobacco (about 500,000 pounds), $650,000.

From the currencies received in payment, 20% will be set aside for U.S. uses; 75% will be made available to finance economic development projects in Pakistan; and 5% will be for loans to U.S. and Pakistani private business firms. The loans will be made by the Agency for International Development.

Sales will be made by U.S. traders and purchase authorizations will be announced as issued.

Where imports come from

The U.S. Census Bureau has released a report on 1965 United States imports, arranged according to the full 10,000 commodity classifications of the Tariff Schedules of the United States Annotated. Figures are listed for commodities by country of origin.

The report, *"U.S. Imports for Consumption and General Imports, Tariff Schedules Annotated by Country,"* FT 246, may be purchased from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402. The price is $2.75 per copy.

Moroccan phosphate industry will buy heavy equipment from U.S. with Eximbank loan

A $20 million loan from the Export-Import Bank is intended to enable Morocco to increase its phosphate production by 80% during the next four years.

The Office Cherifien des Phosphates, the government agency which directs Morocco's phosphate mining industry, will purchase U.S. heavy equipment with proceeds of the loan.

The Moroccan phosphate industry exports its product to 36 countries. Most of the phosphate production is shipped to Western Europe, where it is treated in fertilizer plants and used in farming.

Great effort is being made to promote more extensive use of fertilizer in Moroccan agriculture. Morocco has had a fertilizer plant for the past year, operated by a subsidiary of O.C.P.

HARDWARE, TOYS

A British manufacturer of molded domestic hardware and toys seeks a license to make these products in England. The company is interested in an arrangement to obtain necessary molds from a U.S. licensor.

Established in 1960, the British firm has approximately 100 employees.

Write: Coral Plastics, Ltd., Pioneer Mills, Milltown St., Radcliffe, Manchester, England. WTD.

World Trade Center's space is three-quarters booked

Although construction of the World Trade Center in New York has not yet begun, the Port of New York Authority reports that 75% of the total space in the Center has already been reserved, committed, or is currently under negotiation.

Fourteen foreign governments have advised the Port Authority that they plan to provide trading services in the Center, and some 300 companies representing 22 nations have signed memoranda of intent to lease space. They include customs brokers, freight forwarders, exporters, importers, international banks, steamship lines, and other organizations involved in world trade.

In addition, agreement has been reached with the General Services Administration and the Bureau of Customs for centralizing the Customs activities of the Port of New York within The World Trade Center. New York's new centralized Customs facility, which will involve almost 800,000 square feet, will replace the existing facilities of Customs now in four widely separated government-owned buildings in lower Manhattan.

Bahamas adopts decimal currency

The Bahamas has adopted a decimal currency, the Bahamas dollar, worth U.S. 98 cents. Both the old (British pounds, shillings and pence) and the new currencies will be valid for at least six months, following which the old currency will be converted by banks (for an indefinite period) and by the Government.

High-level U.S.-Japan trade committee will meet July 5-7

The Fifth Meeting of the Joint U.S.-Japan Committee on Trade and Economic Affairs will be held in Kyoto July 5-7.

The U.S. delegation will include five cabinet officers and economic advisers who will meet with their Japanese counterparts to discuss commercial relations.

The agenda of the meeting includes discussions of the economic situation in the two countries, expansion of trade between them, the Kennedy Round negotiations and the UN Conference on Trade and Development with less developed countries, East-West trade, aid programs, and economic cooperation for Asian development.

Borrowing abroad eased overseas investments' impact on balance of payments during first quarter

Capital outflows dropped to an annual rate of $2.5 billion; receipts from investments were at rate of $4 billion per year

Capital outflows for direct investments abroad amounted to $566 million in the first quarter of this year.

After adjustment for seasonal variation, the Department of Commerce reported that the outflow was about $630 million, or an annual rate of $2.5 billion. The outflow in 1965 is now estimated to have been $3.4 billion; the 1964 total was $2.4 billion.

Beginning early in 1965, investing companies were urged to meet their foreign capital requirements as much as possible with funds obtained abroad, in order to ease the impact on the balance of payments of their outlays abroad. Most companies were already using local financial institutions to some extent.

Foreign borrowing on a large scale by parent companies and specially organized U.S. affiliates began in the middle of 1965, and was maintained at a high level through the first quarter of this year. Since then it has continued, although in diminished amounts.

Funds from affiliates

The total borrowed through U.S.-incorporated affiliates which directly entered the balance of payments accounts was $212 million in the last half of 1965 and $185 million in the first three months of 1966. Most of the funds raised have not yet been transferred to foreign affiliates.

The pattern of outflows in 1965 shifted from an annual rate of $4.2 billion in the first half of the year to a rate of $2.6 billion in the last half. In the earlier part of the year there were several extraordinarily large outflows connected with tax settlements, lease payments, and refinancing of foreign affiliates. There was also probably a considerable outflow in anticipation of possible Government actions.

The decline in outflows later in 1965 reflected cooperation with the objectives of the President's program to improve the balance of payments, as well as the utilization of funds placed abroad earlier in the year.

Direct-investment outflows in the first quarter did not include any extraordinary cash outflows, though some transactions requiring large transfers of that type have been reported. Flows were much lower than in the first half of 1965 both to Europe and the oil-producing areas of the Middle East. The flow to Europe was only $230 million, in the quarter, in contrast to a total of $1.4 billion annually in 1964 and 1965. The flow to the Middle Eastern Area is highly erratic, and will probably rise as tax payments are made in later quarters.

Flow to Canada

The 1965 flow to Canada was about $.9 billion, but this included $.2 billion to refinance earlier U.S. lending to Canadian affiliates. It appears that in 1966, as in 1965, the flow to Canada will be well above the average of previous years.

Receipts from dividends, interest and branch profits were at an annual rate of $4 billion in the first quarter, about the same as the total for the previous year. During 1965 receipts in the first half included some special dividend distributions, and receipts then trailed off to an annual rate of about $3.6 billion in the second half. The first quarter figure this year therefore represents a recovery from that rather low rate, though the year-to-year gain from 1965 may be smaller than during the past few years.

Additional receipts by the parent companies take the form of royalties and fees of various kinds. These were at an annual rate of $900 million in the first quarter, a moderate gain over 1965.

A full report on the first quarter balance of payments will appear in the June issue of the *Survey of Current Business*. The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Starch plant proposed for Western Nigeria

The Western Nigeria Industry of Trade and Industry proposes a joint venture with an experienced U.S. firm to manufacture starch from cassava root.

Plans call for forming a private company with the Government of Western Nigeria and a U.S. investor as partners.

The U.S. firm is asked to provide machinery and technical assistance. Total cost of the proposed project is estimated at $1.3 million.

The new venture is based on the findings of a feasibility study compiled by the Arthur D. Little Co. The availability of cassava in Nigeria and the economics of establishing a starch manufacturing facility were cited in the study.

Construction of a plant with an annual capacity of 14,000 tons of starch, which would require 64,000 tons of cassava roots as the basic raw material was recommended. To insure a dependable supply of raw material, the establishment of a 9,000 acre cassava plantation was also urged.

Principal markets for cassava starch are the U.S. and Western Europe. Reportedly, U.S. starch imports increased from 49,000 long tons in 1951 to 109,000 long tons in 1963.

For additional information, **write:** The Western Nigeria Ministry of Trade and Industry, Ibadan, Nigeria.

Malaysian firm requests fiberglass joint venture

A Malaysian firm requests a joint venture to manufacture fiberglas products such as water containers, and tanks. The Kuala Lumpur concern now deals in automobile air conditioners and generating sets. U.S. technical assistance and equipment is needed and details of an agreement will be worked out during negotiations.

Write: Frank Chee, Ltd., 270 Jalan Pudu, Kuala Lumpur, Malaysia. WTD.

U.S. licensees sought to produce goods of five foreign companies

Products include hobby horse, power lawn mower, loading gear, truck-mounted cranes, automobile seat cushions

U.S. licensees are sought for U.S. production of a German hobby horse, an English power lawn mower, a Swedish loading gear, a French design for truck-mounted cranes and similar equipment, and Canadian heavy duty automobile seat cushions.

For additional information on these products and the names and addresses of the foreign firms, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. In writing, refer to the appropriate File number assigned each opportunity.

A German firm seeks U.S. licensees to produce its newly-invented hobby horse. According to the firm, the horse, which is mounted on wheels, is capable of moving forward, backward, and in circles through the rocking motion of the rider. The rugged toy is made of precision steel tubing and the outer surface consists of plastic and fabric. The horse comes in three sizes and each size is adjustable for the weight of each child. In winter the wheels may be removed and replaced with runners for use on ice or snow. **File 1411.**

Mower from England

An English self-propelled ride-on lawn mower is now available for U.S. production under license. It is reported to be a unique, flail type mower capable of cutting the finest lawn to first-class standards or cutting rough grass up to two feet high, and at the same time collecting the grass and delivering it into large collecting sacks attached to the rear of the machine, or into a trailer hitched behind the machine.

The mower can also eject the grass out behind the machine onto the ground or can be used as a lawn sweeper for collecting leaves. Various attachments are available for hedge-cutting and chain-sawing. The operator rides on the machine in comfort, and can make cutting adjustments from his seat without stopping the machine. The machine uses a four-stroke 231 C.C. engine developing six b.h.p. at a governed 3600 r.p.m. It has three forward speeds from 1½ to 4¼ m.p.h. and a reverse speed of one m.p.h. **File 1412.**

A Swedish inventor wants a U.S. licensee to manufacture loading gear. The gear is a hydraulic parallel guiding device which is patented in the U.S. The characteristic features of the invention reportedly reside in double-acting operating cylinders which have their operating chambers communicate in pairs through direct conduits whereby an entirely closed system is formed between the operating cylinders.

The invention is reported to have the advantage of the load supporting portion being controlled without intervening pump, valves, and tank. **File 1413.**

Inventor offers design

A French inventor offers U.S. licensing rights on a new design for truck mounted cranes and similar items. The essential object of the invention is reported to provide an improved design and mounting of a slewing and luffing crane on the chassis of an automotive vehicle. The design is characterized by the reduced overall dimensions in the travelling position, by employing a relatively long but rigid, single unit job. Also by provision of out-riggers provide a wide supporting area for the assembly; the crane motions and the actuation of the out-riggers being particularly easy and rapid. It is further reported that its great mobility makes this new crane of possible interest to the armed forces. A prototype crane installation on a truck has been made by the inventor. **File 1414.**

A Canadian firm seeks U.S. licensees to produce its ventilated automobile seat cushions. The firm reports there is a considerable saving in labor, and some saving in material in producing its cushion. A superior quality reportedly is attained which cannot be accomplished through any other means. According to the manufacturer, the cushions are heavy duty, made from extra heavy fibre, with an exclusive wire spring interior resulting in additional ventilation. They do not interfere with seat belts, come in various sizes and shapes, with woven fibre covers in red, blue, green, or black. **File 1415.**

Australian manufacturer wants mining machinery

An Australian manufacturer of power station control equipment, boiler tubes, and gantry loaders, seeks a licensing agreement with a U.S. company for the manufacture in Australia of mineral ore flotation cell processing equipment.

The firm is reported to have commitments in the mining and refining fields and does not at present manufacture any lines which would conflict with mineral ore flotation cell equipment. Because of its activities in the application of industrial hydraulics, electrical and mechanical engineering, the company states it would be in a good position to secure sales of flotation cells and ancillary equipment.

At present, the firm has some unused capacity, attributable to delays in receiving necessary materials, but its order books are reportedly well-filled. Apart from present unused capacity, the firm has adequate room for expansion, owning a four-acre lot on which it is considering erecting an additional building. Its staff of more than 200 employees has adequate skills to assume production of flotation cells.

Write: McNamee Industries, Pty., Ltd., 4 Hope St., Ermington, N.S.W., Australia. WTD.

FOOD PRODUCTS

An Antwerp manufacturer of foodstuffs such as soups, meat extracts and prepared foods seeks a joint venture or licensing arrangement with a U.S. firm to produce and package additional food products in its modern plant. Manufacturing facilities include a canning, cube-making and tablet making line, in addition to three bottle-filling lines.

The firm also maintains a quality control laboratory, a truck fleet and a sizeable warehouse.

Reportedly, the plant has been approved by the Belgium Ministry of Agriculture.

Write: Compagnie Liebig S.A., 54 Ste. Kathelijnevest, Antwerp, Belgium. WTD.

MACHINERY

A German lathe manufacturer seeks a license to make machinery for small metal and plastic working. The firm is particularly interested in newly developed machines that could be used by a wide range of industries.

Write: Friedrich See KG, 6451 Bischofsheim/Hanau, Germany. WTD.

British Honduras Government seeks U.S. investors for veneer, plywood production

Abundant supply of secondary hardwoods suitable for use; prospects also good for chip board, particle board plant

The Government of British Honduras seeks investors for the establishment of a veneer and plywood plant utilizing secondary hardwoods found in abundance here.

The Government reportedly is prepared to make available large stretches of forest lands in which investors would have sole rights to the timber and would pay royalties on the volume utilized. Timber cruises carried out by the Government show that stands of commercially utilizable secondary hardwoods are conservatively estimated at 1.2 million board feet per square mile.

It is believed that many of the secondary hardwoods available in British Honduras are suitable for rotary peeling, particularly Banak (Virola), Nargusta, Santa Maria, Yemeri, and Barba Jolote. In addition, prospects seem good for a chip board and particle board plant both for export to the U.S. and to the British Caribbean where products of British Honduras enjoy a preference over similar products from non-Commonwealth producers in the Caribbean and elsewhere.

The areas likely to be made available to investors consist of blocks of land of over 300 square miles which are readily accessible from main roads already constructed by the Government. Belize City, the principal port, is served by regular shipping services to Miami, New Orleans, New York, and Caribbean ports.

Hardwood forest found

A recent timber cruise of the Cockscomb Mountain area, 60 miles south of Belize City and 15 miles from the coast, disclosed a secondary hardwood forest of approximately 160 square miles in area containing 440 million board feet of timber over 5'6" in girth. Over 50% of the volume consisted of Banak (118 million bd. ft.) Nargusta, (74 million bd. ft.) and Santa Maria (74 million bd. ft.)

Although a veneer plant would represent a new industry for the country, many British Hondurans are skilled in forest and saw mill operations—a traditional mainstay of the economy for many years. Wage rates are low, particularly when compared to the U.S. and there is a plentiful supply of semi-skilled labor.

Tax holidays and duty-free import privileges are available for development projects approved by the local Government.

Write: Chief Forest Officer, Ministry of Natural Resources and Trade, Belize City, British Honduras.

Ceylon travel firm proposes tourist cottage joint venture

A tourist and travel services firm in Colombo, Ceylon, proposes a joint venture to construct and operate 30 beach cottages as a tourist facility.

The estimated cost of the project exclusive of air conditioning and refrigeration but including transportation is around $240,000. A U.S. investor is asked to provide capital for the project in return for a percentage of equity and profits to be determined by mutual agreement.

The proposed development is to be located on the beach at Mt. Lavinia, about seven miles south of Colombo and approximately two miles from Ratmalana airport. The estimated cost of the project, apart from construction of the 30 three-bedroom cottages, includes acquisition of land and an existing five-bedroom building, along with three micro-buses, six automobiles and a light truck.

Reportedly, the investment climate in Ceylon is attractive and the Government has established a Tourist Board to promote and publicize the industry.

Write: Dains Tourist and Travel Services Co., 30/1 Bristol St., Fort, Colombo, Ceylon. WTD.

Netherlands firm asks for scientific equipment

A Dutch manufacturer of laboratory, research and scientific equipment in the chemical, biochemical and medical fields wishes to contact a U.S. company making chemical analyzing equipment and parts for the purpose of negotiating a licensing arrangement to manufacture and market these products in Western Europe.

The company claims to have excellent facilities for the production and partial assembly of this type of sophisticated equipment and a complete staff of highly trained technical personnel. According to the firm, its staff will be able to furnish the prospective clients with complete service, including installment, repair, overhaul, and maintenance.

Write: Becker-Delft N.V., 113 Vulcanusweg or P.O. Box 219, Delft, Netherlands. WTD.

FOOD PREPARATIONS

A German coffee roaster and packer seeks to broaden its activities through a joint venture or similar arrangement with a U.S. firm.

The Bremen company wishes to utilize its existing packaging facilities and extensive sales organization in marketing food products such as coffee, tea and spices throughout the Federal Republic. According to the company, it has modern coffee roasting and packaging equipment.

The sales organization includes 5 traveling salesmen and approximately 23 commission agents. Main customers are food wholesalers, retailers and supermarkets.

Write: Sven Koelle, Kaffee-Abpack-Gesellschaft mbH & Co., Martinistrasse 31 (POB 797) 28 Bremen, Germany. WTD.

PAINT ROLLERS

A German manufacturer of paint rollers and wholesaler of paint supplies seeks a license to produce all types of paint supplies and equipment.

The firm has approximately 50 employees including seven traveling salesmen and distributes its products throughout Germany.

Write: Deutsche Roulor GmbH, 6680 Neunkirchen/Saar, Germany. WTD.

AGRICULTURAL MACHINERY

A British manufacturer of building and construction equipment and agricultural machinery seeks a license to make and distribute medium to large agricultural equipment in the United Kingdom.

The company is also interested in a cross licensing arrangement with a U.S. firm for the manufacture of such products as diggers, grass cutters and cultivators in the U.S.

Write: Barfords of Belton, Ltd., Belton, Grantham, Lincolnshire. WTD.

Nigerian proposes joint venture with U.S. developer to construct high rise apartments

Timber exporter plans project for Port Harcourt where demand for housing is increasing; initial $750,000 investment asked

A Nigerian businessman proposes a joint venture with an experienced U.S. real estate developer to build high rise executive apartments on a choice 37 acre lot close to Port Harcourt's business district.

The businessman would be willing to assume a minority interest in the venture, contributing the site and $150,000 in cash. He would also undertake to secure long-term tenancy commitments from U.S. and other companies in advance of construction. The U.S. partner in the venture is asked for an initial investment of around $750,000.

The businessman proposing this venture is a timber exporter and property owner. He is also a board member of several major Nigerian firms including a major oil company's Nigerian subsidiary and the government-owned Hotels Presidential Ltd. The 37 acre tract is adjacent to Port Harcourt's industrial park. It is bordered by a new paved road running into the city's main arterial highway.

Municipal water and power are close at hand. Most of the 37 acres is cleared and level. A section covered with tropical hardwoods and a bordering stream give promise of a pleasant waterside park.

It is reported that the demand for executive housing in Port Harcourt is rapidly outstripping supply. Principal market for this type housing is expatriate foreigners and senior Nigerian personnel of the petroleum and oil field service and supply companies which have located over the past five years in this oil boom town. From 200 in 1964, the number of Americans has reportedly increased to 800 at the present time.

Advance rents

According to reputable sources, expatriate firms are paying landlords three to five years rent in advance of construction for residential housing and one firm has had to bring in trailers to house its personnel. Several U.S. firms have stated that adequate housing is their most serious problem. As continued rapid growth is predicted for Nigeria's petroleum industry, most of which is centered at Port Harcourt, a corresponding rapid expansion of the expatriate community is likely and with it the need for executive type housing.

Write: Chief F. E. Osagie, 175 Victoria St., Port Harcourt, Nigeria.

SKYSCRAPERS AREN'T NEW to Nigerian cities. In Lagos, below, new buildings dot the harbor.

LIGHTING EQUIPMENT

A British manufacturer of equipment especially designed for the coal mining, oil and petrochemical industries seeks to expand its product line through a licensing arrangement with a U.S. firm. The English company, established in 1919, currently produces electric rotary drilling machines, plugs and sockets and lighting fittings of the tungsten and fluorescent type for flame proof, dustproof and weather proof applications.

The firm is interested in making any items in the light engineering field, particularly those connected with the oil and petrochemical industry. It maintains a foundry, machine shop and assembly facilities and has approximately 480 employees.

Write: Victor Products (Wallsend), Ltd., G.P.O. Box 10, Wallsend, Northumberland, England. WTD.

Guyana businessman seeks cattle, coconut venture

Guyana businessman proposes a venture to develop and cultivate about 1200 acres, representing one half of an island at the mouth of the Essequibo River.

According to the Georgetown entrepreneur, about 900 acres would be devoted to cattle raising and the other 300 acres of sand reef planted in coconuts. Approximately four miles of beach would be developed as a tourist resort. These proposed projects are reported to have been approved by the Governmental Guyana Industrial Development Corporation.

Write: M. S. H. Rahaman, 40 Croal St., Georgetown, Guyana. WTD.

Dutch plastic firm requests U.S. license

A Netherlands manufacturer of injection and blow mold semi-finished and finished plastic products seeks a license with a U.S. company to make similar products, especially those in the weight range from 10 to 4000 grams for distribution in several West European countries.

This firm is an independently operating subsidiary of a Swiss chemical company located in Zurich.

Write: Internationale Kunststoffen Industrie N.V., P.O. Box 298, Breda, Netherlands. WTD.

FANS

A license to produce centrifugal fans of the low, medium and high pressure type is sought by a British manufacturer of dust and fume collection equipment including automatic fabric filters and mechanical collectors.

The firm claims to have suitable manufacturing facilities and sales representation throughout the United Kingdom.

Write: Frederick Jukes, Ltd., Royston Works, Redditch Rd., Stoke Heath, Bromsgrove, Worcestershire, England. WTD.

MACHINE TOOLS

A Paris firm, specializing in the manufacture of wood and metal working tools seeks a license to make abrasive and machine tools. In addition to employing 100 workers, the company has 37 traveling salesmen. It has an annual volume of approximately $5 million.

Write: Etablissements Winter, 10-24 rue du General Guilhem, Paris 11e, France. WTD.

Iraqi cosmetics firm seeks U.S. partner

An Iraqi cosmetics manufacturer seeks a licensing arrangement or joint venture with U.S. firm to expand production.

New products would be manufactured and sold under the U.S. firm's trade name against royalty payments. The arrangement does not require U.S. financial participation.

Iraqi production of cosmetics, confined to six plants, totaled 100 tons in 1965 and satisfied only about 13% of the country's requirements. Annual imports for the last five years are reported to have averaged 750 tons. The Government reportedly may partially protect the industry from foreign competition if present domestic output is increased.

This firm started with a capital of $210,000 and now has $268,000.

According to the managing director, the plant has sufficient equipment for its purpose but has no objection to importing new equipment if the U.S. associate considers it necessary. The U.S. company may wish to supply equipment as an investment in the plant but such investment cannot exceed 40% of the total capital. To qualify for benefits under the Industrial Development Law No. 164 of 1964, 60% Iraqi ownership is required. Also the company is willing to employ a U.S. technician if the partner recommends it.

Write: Abdul Jabbar Sabri, Managing Director and Technical Manager, Al Razi Chemical Industries Co. (Alrazi), P.O. Box 2099, Baghdad, Iraq. WTD.

INDUSTRIAL EQUIPMENT

A British manufacturer of electrical cable drums, hose reels and cable chains seeks a license to make products which will complement its current line including hose nozzles, limit switches and pendant controls.

Write: Metropolitan Tool and Products, Ltd., Metool Works, Lilac Grove, Beeston, Nottingham, England. WTD.

KNITTED GOODS

A licensing, joint venture or similar arrangement for expansion is sought by a Belgian manufacturer of ladies' and men's knit goods. The firm's sales presently are confined to the Benelux countries but with greater production capacity it plans to tap the German market.

The firm would like to acquire U.S.-made machinery and equipment for producing full fashioned knitwear. The firm's plant is reported to be modernly equipped and possesses warehousing facilities.

Write: S. A. Breigoederen Van Raemdonck, 36 Mgr. Stillemansstraat, Sint Niklaas, Belgium. WTD.

MOTOR VEHICLE PARTS

A Swiss manufacturer of diesel trucks and busses seeks a license to make motor vehicle products such as cylinders, steering gears, high pressure axial plunger pumps and gear pumps and oil-pressure governors and valves. The firm would also be interested in importing the above items from U.S. manufacturers.

Reportedly, the Swiss company has over 700 employees and annual sales of $9 million.

Write: Motorwagenfabrik Berna AG, Industriestrasse 36, 4000 Olten, Switzerland. WTD.

Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes avilable.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

Ireland will sell industrial complex

The Government of Ireland offers a complete industrial complex for sale. Founded by the Government in 1958 this complex of four industries is located at the port of Dundalk on a 19-acre site and has a total workshop floor space of 250,000 square feet. Five companies are involved.

A holding company provides overall management, administration, accounting, engineering and marketing facilities for the industrial group represented by the other four. A medium engineering company also manufactures agricultural equipment. Another company, operating a foundry, produces carbon, manganese and alloy steels. A third company assembles heavy duty trucks and makes bodies, truck and house trailers. The fourth makes heavy duty rotary cultivators.

The Government has decided that development of the industrial group has reached a point where future operations would best be controlled by private enterprise. A receiver and manager has been appointed to sell the whole group as a going concern.

Offers are invited for one or more of the individual companies but will be considered only if a satisfactory arrangement cannot be concluded for disposing of the group as a whole.

Write: Niall Crowley, Receiver and Manager, Industrial Engineering Co., Ltd., Dundalk, Ireland.★

AIR CONDITIONING, HEATING

A Welsh manufacturer of pressed steel panel radiators and related equipment seeks a license to produce all types of industrial and domestic control heating and air conditioning equipment.

Write: Penarth Heating Engineers, Ltd., The Old Grain Mill, Collingdon Rd., Cardiff, Wales, United Kingdom. WTD.

ARMATURES

A German armature manufacturer seeks a license to make metal fittings for gas and water installations and armatures for steam driven ships.

The firm operates steel and iron foundries, does an annual volume of $1 million and has 80 employees.

Write: Rheinisches Metallwerk GmbH, 1-3 Ensener Weg, 505 Porz/Rhein, Germany. WTD.

NATO-certified U.S. firms must prequalify for three German construction jobs

Three construction projects have been announced by the Federal Republic of Germany which are open to those U.S. firms which are certified eligible to participate in NATO International Competitive Bidding (ICB). Applications for qualification must be submitted by the established deadline dates as shown below for the individual projects listed.

Project No. BMVtdg. No. 68-46-22-20 is for the construction of two, one-story buildings with a total interior area of 460² meters; three generator sheds with a total interior area of 170² meters; concrete and black-top surfacing; water and drainage facilities; and other utilities. Qualification applications must be submitted, along with the filing fee of DM 80 (about $20), by July 6.

Project No. BMVtdg. No. 68-46-22-21 is for the construction of two, one-story buildings and three generator sheds with black-top surfacing, earth works and utilities. Qualification applications must be submitted, along with the filing fee of DM 80 (about $20), by July 15.

Project BVMtdg. No. 68-25-31-22-22, titled "Earth and Concrete Works in Bavaria," calls for soil shifting operations over an area of 10,000² meters, the laying of a 20 cm.-thick concrete surface over an area of 4,100 square meters, and the supply of one fuel separator. Qualification applications must be submitted, along with the filing fee of DM 40 (about $10) by July 6.

A specially designated questionnaire must be filled out and be submitted along with the qualification applications and filing fee for all of the aforementioned projects.

The questionnaire and a copy of the Notices of Intent may be secured from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

U.S. firms who would like to become certified so as to be eligible for bidding on NATO projects may ask the Trade Opportunities Staff for a free copy of "Doing Business with NATO—How U.S. Companies Can Participate".

NATO needs a pressure and implosion test chamber for its research center in Italy

International Competitive Bidding will be held for the supply of a pressure and implosion test chamber by the Director, NATO, Saclant ASW Research Center, La Spezia, Italy.

U.S. firms interested in participating must submit proposals in a double sealed envelope by 3 p.m., July 15, to NATO, Saclant ASW Research Center, Viale San Bartolomeo 92, La Spezia, Italy.

A copy of the invitation to bid and technical specifications are available from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-6460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. CA 3-2312

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 512 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 928 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

Japan seeks prequalification for expressway construction

Japan's Tokyo Expressway Public Corporation is inviting prequalifications for construction of the superstructure of viaducts for two sections of the Haneda-Yokohama Expressway. The projects include, according to the outline, the total length of the work area, the width, structure and kind of construction, the weight of the steel and the construction period. The first section is from Kamidono-cho Kawasaki City to Shiohama-cho in Work Areas Nos. K-12 and 21, and the second section of Work Areas Nos. K-24, 31 and 32 is from Sakuramoto-cho Kawasaki City to Tanabe-Shinden.

Contractors with experience and ability in steel bridge construction are invited to submit prequalification applications before July 16 to the Tokyo Expressway Public Corporation, 5 Shiba-Toranomon, Minato-ku, Tokyo, Japan. Cable address is SHUTOKODAN. Telephone: Tokyo (502) 7311.

Interested firms located in the U.S. may obtain a copy of this announcement, in outlined detail for each work area, and a sample prequalification form copy to follow, upon request from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

Eligible firms can bid on NATO project in Belgium

The Belgian Ministry of Defense is soliciting bids from U.S. firms who are certified eligible for NATO International Competitive Bidding for a four-part project whose estimated cost is about $139,000 (part A—$90,000, B—$15,000, C—$20,000, and D—$14,000).

Specifically, the project calls for the construction of a workshop and is divided as follows: Part A—Civil engineering work; B—Installation of heating and ventilating equipment; C—Installation of electrical equipment, and D—Supply and installation of an overhead traveling crane.

U.S. firms interested in participating must register with the Direction Generale des Constructions, Section Planning International, Caserne Major Geruzet, Bd. Général Jacques 294, Bruxelles 4, Belgium by Sept. 1 for phase B, C, and D. The deadline for phase A is July 1.

Firms desiring to obtain the specifications must show proof of payment of $4 (BF 200) per bid. This payment should be made to the Compte de Cheques Postaux No. 3007.43 of BCC No. 7, Office Central des Soldes et Indemnités, Brussels.

Project "N" of Japanese expressway open to bids

The Nihon Doro Kodan or the Japan Highway Public Corporation invites experienced contractors to prequalify and/or bid on the construction of one section, Project "N," of the Tokyo-Nagoya Expressway.

Prequalification documents should be submitted by July 5 to the Japan Highway Public Corporation, Contract Section, Procurement and Right of Way Department, 1-13, 1-chome, Shimbashi, Minato-ku, Tokyo. Telephone: Tokyo (503) 0111.

The project will include both soil and rock earthwork, construction of three viaducts and five underpasses. No subletting of the major part of the work will be permitted. All steel and Portland cement to be used for the work will be furnished by the Kodan.

Interested firms located in the U.S. may obtain a copy of the "N" Project announcement and a sample information form for applicants' prequalification from the U.S. Department of Commerce, Building Materials and Construction Industries Division, BDSA-564, Washington, D.C. 20230. Telephone: 202-967-3601.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

World Trade Opportunities Con't to page 52

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-6192, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.
- **WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-8120 U.S. Department of Commerce, Rm. 6059B, Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

100 Metal mining

BELGIUM—Iron ore, iron ore pellets, and all kinds of ferro-alloys. Direct purchase or agency. Socotroisem (importer), 39 Boulevard du Regent, Brussels. WTD in preparation.

161 Highway Street Construction

● **JORDAN**—Construction of Safi-Aqaba Road includes excavation, grading, embankment, culverts, bridges, gravelling and asphalting. Engineering designs and specifications are in accordance with standards recommended by international lending institutions and were prepared by British firm of Scott, William & Kilpatric, 47 Victoria St., London SW1. Bid deadline Aug. 1. Project divided into two contracts of approximately 54 miles and 60 miles of road construction. Interested contractors may bid on either or both contracts. A set of plans, specifications and other contract documents are available through July 1 for $140 from the Ministry of Public Works, Government of Jordan, Amman. One set of documents consisting of three books can be examined only (not for loan) in the U.S. Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C. 20230.

162 Heavy construction

● **SPAIN**—Construct Port of Barcelona underwater dike. Financing by World Bank loan. Work to be concluded in 48 months from date contract is awarded (about December 1966). Correspondence preferred in Spanish. Bid deadline July 8. Technical specifications can be examined at the Ministry of Public Works, Madrid (3).

Turkey issues call for bids on construction of buildings and other works for NATO

Turkey's Ministry of Public Works has issued a notification of call for bids for the construction of buildings, electrical works, pavement, sewage system and miscellaneous works related to these items. The approximate total cost of the works is $184,730. U.S. firms certified eligible for NATO International Competitive Bidding (ICB) and cleared to handle NATO-secret projects are invited to notify the Ministry of Public Works of their interest by July 8.

In conjuction with this notification, interested U.S. firms must complete and submit a specially designated Turkish Government questionnaire.

A copy of the notification for call for bids and a copy of the questionnaire may be obtained by writing or calling the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230. Telephone: 202-WO 7-4674.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

201 Meat products

FRANCE—Canned meat, direct purchase and agency; request replies in French. Raoul Van de Casteele (importer, wholesaler, agent), 23 Rue Alexandre Dumas, Paris, 11e. WTD 5/20/66.

202 Dairy products

THAILAND—Seeding lactose, sterilized, used in the manufacture of canned sweetened condensed milk for prevention of coagulation of sugar content, packed in airtight tin of 20 kg. or smaller, monthly requirement 3 tons. Samples and quotation requested. The Thai Milk Products Co. Ltd. (manufacturer), 103-107 Trai Mitr Rd., Bangkok. WTD in preparation.

203 Canning, preserving food

BRAZIL—Pistachio nuts, peanuts and almonds in bulk; direct purchase or representation. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

FRANCE—Raisins, almonds; canned fruits; request replies in French. Patisfrance (manufacturer, importer, dealer), 236 bis, Rue de Tolbiac, 75 Paris, 13e. WTD 5/16/66.

Canned fish, shrimps, oysters, clams, crabs and other sea foods; canned fruits and vegetables. E.I.R.A.C.—Exportation, Importation, Representation, Achat, Courtage (importer, wholesaler), 18 Rue Alexandre Dumas, Paris 11e. WTD 5/20/66.

Canned fruits, vegetables and fish; direct purchase and agency, requests replies in French. Raoul Van de Casteele (importer, wholesaler, agent), 23 Rue Alexandre Dumas, Paris, 11e. WTD 5/20/66.

206 Sugar

THAILAND—Glucose 45° Baume packed in 55 gallon drums or 300 lb. drums (second hand good condition drums acceptable). Firm wants quotation for delivery in 10, 20, and 30 ton lots c.&f. Bangkok. Hamlet & Co. Ltd. (importer, wholesaler, exporter), 1066-1070 New Road, Nai Lert Bldg., Bangkok. WTD 8/4/64 being revised.

208 Beverage industries

GERMANY—Brandy, brandy spirits, alcoholic liquors. Behr GmbH (department store), 54 Koblenz, Viktoriastrasse 14. WTD 5/26/66.

209 Food preparations

TAIWAN—Beef tallow; direct purchase and agency. Tai Yah Trading Co., Ltd. (importer, exporter, wholesaler), 106 Koo Shan 3rd Rd., Kaohsiung. WTD in preparation.

221 Broad woven fabric mills, cotton

GERMANY—Draperies. Behr GmbH (department store), 54 Koblenz, Viktoriastrasse 14. WTD 5/26/66.

222 Broad woven fabric mills, manmade fibre, silk

BELGIUM—Drapery fabrics, plain, jacquard, or printed; fabrics for the manufacture of bedspreads, plain or printed, acetate, nylon, or Dacron. Direct purchase or agency. Manufacture J. Legrand S.A. (importer, exporter, wholesaler, manufacturer), 41 Witherenstraat, Vilvorde. WTD 5/11/66.

224 Narrow fabrics, other smallware mills

THAILAND—Pressure sensitive labels, paper or fabric, in sheets for printing. Direct purchase and agency. National Printing Co., Ltd. (importer, distributor, printer), 526 Plernchit Rd., Bangkok. WTD 1/19/66.

227 Floor covering mills

GERMANY—Rugs, bathmats, and other floor coverings. Behr GmbH (department store), 54 Koblenz, Viktoriastrasse 14. WTD 5/26/66.

229 Textile goods

NEW ZEALAND—Holland blind material. Requests samples and quotations for high quality material for manufacture into roller blinds. Sole agency for New Zealand sales is envisaged. Mr. John F. D. Griffen, Managing Director, International Export Co. Ltd. (importer), P.O. Box 2170, Auckland, C.1. WTD 6/1/66.

VENEZUELA—Cotton waste, type "CR". Requests replies in Spanish. Francisco Aliotta "Ferreteria Las Acacias" (importer), Avenida Las Acacias N° 21, Los Rosales, Caracas. WTD 5/27/66.

240 Lumber, wood products

GERMANY—Teakwood articles such as salt and pepper shakers, ash-trays, newspaper racks and candlesticks. Requests price quotations c.i.f. European ports. Direct purchase and agency. Karl Wiegel (wholesaler), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

242 Sawmills, planing mills

FRANCE—Hardwood flooring. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

243 Millwork, veneer, plywood, prefabricated structural wood products

FRANCE—Plywood and veneer for construction purposes. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

249 Wood products

FRANCE—Cork insulating materials; cork tiles. Request replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

251 Household furniture

FRANCE—Seats, chairs, wood household furniture commonly used in dwellings; upholstered furniture; metal household furniture. Requests replies in French. Robert Abergel (agent), 17 Rue de l'Aqueduc, Paris, 10e. WTD 5/25/66.

Household furniture for travel-trailers: rattan and wicker furniture; double air mattresses, containing felt, foam-rubber; vinyl coated cotton mattresses for mobile homes; aluminum outdoor tables. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

GERMANY—Light metal folding beds, arm chairs, tables and chairs for camping; metal framed and plastic collapsible serving trolleys for home use. Direct purchase and agency. Requests price quotations c.i.f. European ports. Karl Wiegel (wholesaler), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

252 Office furniture

FRANCE—Wood and metal office furniture. Requests replies in French. Robert Abergel (agent), 17 Rue de l'Aqueduc, Paris, 10e. WTD 5/25/66.

262 Paper mills

● **IRAN**—Kraft and semi-kraft paper, 1,173 tons, of various dimensions. Tender No. 772/50; bid deadline, Aug. 24. The Iranian Tobacco Monopoly, Teheran.★ (Telephone: 202-WO 7-3003).

● **IRAQ**—Corrugated board for packing boxes in three thicknesses—2 tons of 3 mm; 2 tons of 5 mm. and one ton of 8 mm. in rolls with 50 cm. outer diameter and 10 cm. inner diameter in widths of 110/120 cm. Bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq.★ (Telephone: 202-WO 7-3003).

● Miscellaneous papers used in dry battery production including 1.5 tons printing paper for labels, basis weight 60 grams per sq. meter; 2 tons brown paper, basis weight 40 grams per sq. meter; one ton tracing paper, waterproof, 50-55 grams per sq. meter; one ton blotting paper, 150 grams per sq. meter; and one ton filter paper, 80 grams per sq. meter in 98 mm. reels of 350 mm. diameter or cardboard bobbin 50 mm. diameter. Bid deadline July 9, Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq.★ (Telephone: 202-WO 7-3003).

263 Paperboard mills

ENGLAND—White sulphate board, approximate size 35⅛″ x 43″, thickness .016″, coated both sides with medium to permit oven temperature of 450 degrees Fahrenheit for a period of 20 to 60 minutes in pre-cooking of "tray" meals such as pies, without penetration of fats and sugars, and without charring. At least 200 tons per year required. L.S. Dixon & Co. Ltd., Sir Thomas St., Liverpool 1. WTD 9/3/65.

264 Converted paper, paperboard products

FRANCE—Wall tiles: enameled masonite, made from purchased boards. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

266 Building paper, building board mills

FRANCE—Wall tiles: fiber boards. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

281 Industrial chemicals

BELGIUM—Solvents for paint and varnish. Etablissements Roland Freres S.A. (importer, wholesaler), 4 Rue de la Petite Ile, Brussels. WTD 5/13/66.

BRAZIL—Dyes for synthetic fibers (polyester) textiles and other auxiliary chemicals for the textile industry. Direct purchase and agency. Uniao Tecnico Industrial Ltda. (manufacturer, retailer), Largo Paissandu 72, Sao Paulo. WTD 5/27/66.

● **IRAN**—Calcium carbide (lump carbide), 50-80 mm. lump size, gas yield of 300 litres per kilogram of carbide under optimum conditions, 35 metric tons, in 100 kilogram drums, c.&f., Khorramshahr, Bandar Shahpour or Iranian Julfa. Tender No. 45/71, bid deadline Aug. 9. Iranian State Railways, Maydane Rah Ahan, Tehran.★ (Telephone: 202-WO 7-2008).

NEW ZEALAND—Mineral pigments: superfine zinc dust. Paint grade of talc and Barytes, in white and off white shades. New Zealand Paint & Varnish Co. (manufacturer), P.O. Box 313, Napier. Attn: Mr. Millar. WTD 10/18/65.

282 Synthetic materials

BELGIUM—PVC (polyvinyl chloride) sheeting for various uses; expanded vinyl for upholstery and furnishings; vinyl clothing; PVC wall covering material; PVC supported and unsupported tablecloth. Direct purchase or agency. Etablissements Charles Jonckheere S.A. (importer), 71 Boulevard Poincare, Brussels. WTD 5/13/66.

KOREA—Plastics (synthetic resins & compounds), virgin grade, off-grade, reground type or scrap. Direct purchase and agency. Shinyung Industrial Corp. (agent), I.P.O. Box 1985, Seoul. WTD 2/1/66.

TAIWAN—Raw materials for the manufacture of polyethylene rope or plastic bags. Direct purchase and agency. Tai Yah Trading Co., Ltd. (importer, exporter, wholesaler), 106 Koo Shan 3rd Rd., Kaohsiung. WTD in preparation.

283 Drugs

BELGIUM—Pharmaceutical preparations for human and veterinary use. Etablissements H.V. Mees S.A. (importer, exporter, agent, manufacturer), 198 Avenue de Scheut, Brussels. WTD 5/18/66.

● **IRAQ**—461 items of medicinal chemicals and reagents, metallic compounds, dyes, and related laboratory supplies including such products as acetic acid glacial; acetanilide;

agar powder; aluminum wire; aluminum sulphate A.R.; p-amino benzoic acid, 250 grams; benzoyl chloride; bismuth oxicarbonates; brucine; calcium fluoride pure; di-phenyl carbozide; di-phenyl carbazone; and fructose.

Metallic compounds listed include ferric potassium ferrocyanide; lithium chloride; magnesium oxide; nickel ammonium sulphate; 34 different potassium compounds among which are potassium chlorate, p. hydrogen sulphate, p. nitrite, p. sodium tartrate and potassium sulphate. Also 25 sodium compounds such as sodium dichromate, sodium iodide and s. nitrite.

Bulk medicinals listed include quinidine, procaine hydrochloride; pyridoxine hydrochloride; reserpine; resorcinal; riboflavin; salicylic acid. Miscellaneous products to be purchased include pumice stone powder and lump; silver wire; platinum wire; and tin metal granules.

Analytical reagents wanted include acridine Hcl, anthrone, cupferron and quinaldic acid. Among the indicators are such dyes as alizarin; bromo cresol green and b.c. purple; bromo phenol blue and b.p. red; methyl violet; neutral red; B.D.H. 3046 indicator, also B.D.H. indicator Nos. 4080, 8610 and 1014. Water soluble colors to be purchased include ponceau, garmoisine, amaranth, various reds, oranges and yellows, as well as greens, blues and violet.

Filter papers are also included in the tender; Grades 1, 2, 3, 6, 30, 31, 41, 50, 52, 115, 541 and 544; 10 boxes each varying from 9 cms., 11 cm., 12.5 cm. to 15 cm.

Tender No. INQ/66/MED/4; bid deadline July 23. Ministry of Defence, Office of the Director of Medical Services, Iraq Army Medical Stores, Baghdad.★ (Telephone: 202-WO 7-3394 or 333-4028).

● Medicinal chemicals and laboratory reagents and related medical supplies, 28 items. Some of the products listed are sodium citrate, manganese sulphate, barium chloride, potassium nitrate, cadium nitrate, zinc oxide, nickel chloride and tragacanth powder. Certain items of laboratory equipment are also listed such as hygrometer, chromeplate filters, 400 liter capacity barrels and assorted pyrex glass beakers. Tender No. 66/PROD/4/9; bid deadline July 12. Directorate of Contracts and Purchases, Ministry of Defence, Baghdad.★ (Telephone 202-WO 7-3394 or 333-4028).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

BELGIUM—All kinds of sanitation and toilet products which can be sold over the counter without prescription. Etablissements H.V. Mees S.A. (importer, exporter, manufacturer, agent), 198 Avenue de Scheut, Brussels. WTD 5/18/66.

Cosmetic rouges, lip preparations, oils, creams; nail lacquers; perfumes. Direct purchase or agency. Savonnerie Thomas S.A. (manufacturer), 146 Rue de la Station, Waterloo. WTD 7/13/65.

● **IRAQ**—Black shoe polish, 250,000 cans; black shoe polish, 250,000 bottles; metal shiner, 50,000 cans. Tender No. ORD/39-966, bid deadline July 9. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3512).

285 Paints, varnishes, lacquers, enamels

THAILAND—Paint for wood and masonry. Exclusive agency required. Lam Poon Chai Ltd. Partnership (importer, wholesaler, retailer), 19 Lam Poon Chai Rd., Samyek, Bangkok. WTD 11/18/64.

287 Agricultural chemicals

● **IRAN**—Ammonium phosphate, granulated, containing 16-18% nitrogen and 46-50% P_2O_5, 2,000 metric tons; triple superphosphate, granulated, containing 45-48% P_2O_5, 6,000 tons. For each of the above fertilizers, 95% of the grains shall not be smaller than 1,000 microns. Ammonium sulfate, 21% nitrogen, white and crystallized, 5,500 tons. All fertilizers shall be packed in new jute bags with polyethylene lining, weighing 100 kilograms net maximum. Bid deadline Aug. 11. Bongah Shimiai, Ebtehaj St., No. 30 Dameshgh St., Teheran. (Affiliated with Iranian Ministry of Agriculture.★ (Telephone: 202-WO 7-3465).

WTD PRICE CHANGE

Effective on July 1, the charge for each World Trade Directory report will be raised from $1 to $2. The increase is in conformity with changes in the prices charged for other government publications and services.

289 Chemical products

FRANCE—Chemicals for laboratory use, especially fluorine compounds. Paris—Labo (manufacturer, importer, dealer), 7 Rue du Cardinal-Lemoine, Paris, 5e. WTD 8/2/65.

291 Petroleum refining

TAIWAN—Wax, paraffin. Direct purchase and agency. Tai Yah Trading Co., Ltd. (importer, exporter, wholesaler), 106 Koo Shan 3rd Rd., Kaohsiung. WTD in preparation.

295 Paving, roofing materials

FRANCE—Roofing cement: asphalt, fibrous plastic. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

NETHERLANDS—New products and materials in the construction field, preferably those of an asphalt base. Eerste Rotterdamsche Dakbedekking Onderneming "ERDO" N.V., (importer, wholesaler, exporter), 44 Lombardkade, Rotterdam. WTD 5/24/66.

301 Tires, tubes

● **BURMA**—Tires, inner tubes, and flaps, 949 each, various sizes and types. Tender No. 10/T/TTS/ESB/65-66(8R), bid deadline July 30. Controller, Central Stores Department, Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-3381).

SWEDEN—Tires for trucks, passenger cars, farm wagons. Direct purchase and agency. Broson (manufacturer, wholesaler, agent), Broderna Oskarssons AB, Vargarda. WTD 5/27/66.

306 Fabricated rubber products

FRANCE—Rubber floor tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Heavy, pliable rubber mats, for travel trailers, mobile homes; rubber boats. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

GERMANY—Rubber air mattresses for camping; rubber swimming pools for children. Requests price quotations c.i.f. European ports. Direct purchase and agency. Karl Wiegel (importer), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

307 Plastic products

FRANCE—Plastic water tanks. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

TRUCIAL STATES—PVC pipe for water. Abu Dhabi Trading & Contracting Co. (importer, retailer, wholesaler), P.O. Box 266, Abu Dhabi. WTD 4/26/66.

311 Leather tanning, finishing

JAPAN—Unfinished reptile skins and other rare wild animal skins in good condition. Inoue Tanning Co., Ltd. (tannery), 27 Umeda-cho 7-chome, Adachi-ku, Tokyo. WTD 5/31/66.

SWITZERLAND—Finished leather for every purpose, hides and skins. Agency and direct purchase. Benjamin Guberan (importer, wholesaler), Cuirs en gros, 2 bis Avenue Ruchonnet, 1000 Lausanne. WTD in preparation.

316 Luggage

FRANCE—Lunch kits (regardless of material), used in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

322 Glass, glassware

GERMANY—Decorated whisky glasses and ceramic punchbowls. Requests price quotations c.i.f. European ports. Direct purchase and agency. Karl Wiegel (wholesaler), Postfach 27 or 126 Muelheimer Freiheit, 5 Koeln-Muelheim. WTD 5/4/66.

323 Glass products

FRANCE—Telescopic and swiveling driving-mirror, for travel trailers. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

324 Cement, hydraulic

FRANCE—Cement (masonry). Requests replies in French. Societe Bignand & Cie (importer, wholesaler), 7 Avenue du Bac, 94 La Varenne St Hilaire (Val de Marne). WTD 5/20/66.

Masonry cement. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

325 Structural clay products

FRANCE—Insulating firebrick and shapes; floor and wall clay, ceramic, glazed or unglazed tiles. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Bricks, structural and facing tiles; ceramic floor and wall tiles. Requests replies in French. Societe Bignand & Cie (importer, wholesaler),

7 Avenue du Bac, 94 La Varenne St Hilaire (Val de Marne). WTD 5/20/66.

327 Concrete, gypsum, plaster products

FRANCE—Prefabricated concrete paving materials; concrete ceiling squares, lime; cast concrete stone; concrete pipes. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d"Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Lime; concrete pipes. Requests replies in French. Societe Bignand & Cie (importer, wholesaler), 7 Avenue du Bac, 94 La Varenne St Hilaire (Val de Marne). WTD 5/20/66.

328 Cut stone products

FRANCE—Cut and shaped stone. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

Building stone. Requests replies in French. Societe Bignand & Cie (importer, wholesaler), 7 Avenue du Bac, 94 La Varenne St Hilaire (Val de Marne). WTD 5/20/66.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Insulating materials for covering boilers and pipes; floor tiles: asphalt. Requests replies in French. Docks de l'Oise (wholesaler), 33 Rue d'Orroire—Correspondance: Boite Postale No. 49, 60 Noyon. WTD 5/12/66.

331 Steel mill products

BELGIUM—Thin hot-and cold-rolled steel sheets; medium and thick hot-rolled steel sheets; stainless steel sheets; stainless steel bars and pipes. Direct purchase or agency for Belgium. Maison Courard & Cie. (importer, agent, exporter, wholesaler), 1 Avenue de Jupille, Liege. WTD 5/13/66.

● **BURMA**—Pipe, fittings and valves: Includes 4,800 ft. of pipe ¾" to 3". Tender No. 318/T/CONST-BR/65-66, bid deadline July 27. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-2363).

FRANCE—Tinplate bars; stainless steel; ferroalloys. Getraco—Finmetal (importer, wholesaler, commission merchant), 13, Bld des Capucines, Paris, 2e. WTD 5/24/66.

● **IRAN**—Pipe, welded: 24,720 meters required. Tender No. 1372, bid deadline Aug. 10. **Write:** Steel Corp. of Iran, Ferdowsi Square, 35 Forsat Ave., Tehran, for the tender documents.

● Rails: 32, 130 tons U-33 heavy type, 46.303 kgs. per meter. Tender No. 221, 222, 223, 224/45, bid deadline Aug. 7. Iranian State Railways, Maydane Rah Ahan, Tehran. Only copy of tender documents, including drawings with notes in French, may be examined in U.S. Department of Commerce, Rm. 4222, Iron and Steel Division, BDSA, Washington, D.C.

● Rails and fittings: 24 kms. required. Bid deadline August 23. **Write:** Steel Corp. of Iran, Ferdowsi Square, 35 Forsat Ave., Tehran, for tender documents.

● **KENYA**—Rails and track accessories: 13,464 rails, 60 lb./yd; 106,128 pressed steel sleepers, 6'3"; shallow fish plates (joint bars), clips, bolts, nuts and washers. Applications for tender documents (Ref. Circular No. 52, dated 5/31/66) must be received by July 11 in the office of: The Overseas Purchasing Division, East African Railways and Harbours, 4, Millbank, London, S.W.I.

● **SUDAN**—900,000 tie plates; 115,000 joint bars; 1,720,000 elastic clips; 1,750,000 screw spikes (⅞") and 230,000 bolts and nuts. Tender No. 3524, bid deadline Aug. 20. Office of Controller of Stores, Sudan Railways, Atbara.★ (Telephone: 202-WO 7-2363).

● **TURKEY**—Beams and channels: 2,000 tons. Bid deadline July 18. Copies of terms and specifications in English available for $4 per copy, including airmail charges, at Iller Bandasi Genel Mudurlugu, Ankara. Copy of tender documents may be examined in U.S. Department of Commerce, Room 4222, Iron and Steel Division, BDSA, Washington, D.C.

333 Primary smelting, refining of nonferrous metals

SWEDEN—Nonferrous metals, all kinds. Agency and direct purchase. Dickson & Sjostedt KB (agent, wholesaler), Almedalsvagen 1, Box 252 Goteborg. WTD 4/26/66.

334 Secondary smelting, refining of nonferrous metals

● **IRAN**—10,000 kgs of Babbitt 5% with the following specifications: Tin 5%, Antimony 15.5%, Copper 1%, lead 78%. Tender No. 45/70, bid deadline Aug. 8. Iranian State Railways, Maydane Rah Ahan, Tehran. Documents may be reviewed in U.S. Department of Commerce, Room 4213, Miscellaneous Metals and Minerals Division, BDSA, Washington, D.C. (Telephone: 202-WO 7-2298).

336 Nonferrous foundries

FRANCE—Non-ferrous metals. Getraco—Finmetal (importer, wholesaler), 13 Boulevard des Capucines, Paris, 2e. WTD 5/24/66.

342 Cutlery, hand tools, general hardware

FRANCE—Vacuum bottles and jugs, to keep food fresh and liquids hot, for use in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

MALAYSIA—Jeweler's hand tools. M. M. Mohamed Ebrahim & Co. (importer, retailer, manufacturer), 27 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 5/25/66.

NETHERLANDS—Marine hardware and supplies, all kinds. Direct purchase and/or agency. N.V. De Oude Lijnbaan (manufacturer, exporter), P.O. Box 59, Vlaardingen. WTD 5/24/66.

343 Heating apparatus, plumbing fixtures

BELGIUM—Gas operated unit heating equipment, domestic and industrial. Direct purchase or agency. Sapragaz S.A. (importer, exporter, manufacturer, wholesaler, agent), 66 Chaussee de Vilvorde, Brussels 12. WTD 1/7/66.

FRANCE—Portable self-contained flush toilets, for travel trailers (mobile home); trailer sinks: porcelain-enameled steel. Requests replies in French, La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

TRUCIAL STATES—Sanitary ware and bathroom fixtures. Abu Dhabi Trading & Contracting Co. (importer, retailer, wholesaler), P.O. Box 266, Abu Dhabi. WTD 4/26/66.

344 Fabricated structural metal products

FRANCE—Folding trailer stairs. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

TRUCIAL STATES—Aluminum window and door frames, mouldings, and trim. Abu Dhabi Trading & Contracting Co. (importer, retailer, wholesaler), P.O. Box 266, Abu Dhabi. WTD 4/26/66.

345 Screw machine products

● **IRAN**—Supply of 47 items of various types and sizes of bolts and nuts. Tender No. 45/36, bid deadline Aug. 10. Purchasing Dept., Iranian State Railways, Tehran.★ (Telephone: 202-WO 7-5589).

346 Metal stampings

FRANCE—Metal cases for gas bottles, to be used in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

Accessories for outdoor cooking (aluminum utensils), for use in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

349 Fabricated metal products

FRANCE—Steel carrying cases, to protect lanterns against breakage in storage or in transit, for use in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

352 Farm machinery

AUSTRALIA—Machinery for cultivated turfs, aerators, grillers, corers and groovers. Barnes McGrath Pty. Ltd. (importer, exporter, wholesaler), Annie & Dawn St., Rocklea, Brisbane. WTD 5/26/66.

FRANCE—Power lawn mowers (preferably Lauson line); rear mounted power lawn mowers. Direct purchase and agency. Requests replies in French. Lucien Flajolet (importer, dealer), 107 a 111 Rue d'Orchies, 59 Saint-Amand-les-Eaux. WTD 5/17/66.

353 Construction, mining, materials handling machinery

FRANCE—Belt conveyor systems, for general industrial use; industrial cranes, overhead traveling cranes, hoists, monorail systems. Requests replies in French. Andre Paulet (Representations Industrielles), 16 Rue du Docteur-Charcot, 59 Marcq-en-Baroeul. WTD 5/24/66.

● **SUDAN**—Supply of one, three ton capacity electric overhead traveling crane, single girder type. Tender No. 3485, bid deadline Aug. 23. Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

354 Metalworking machinery

● **BURMA**—Complete plant for manufacturing of padlocks, capacity—1650 gross each of die cast, pressed steel, and laminated body type. Bid deadline July 29. Manager, People's Engineering Industry, No. 1, I.D.C., Thamaing, Rangoon. Circular letter available.★ (Telephone: 202-WO 7-5652).

● Eleven pneumatic and sixty-eight electric portable handtools—various kinds, three 300 amp double operator electric welders, one shaping machine (26" stroke, 26" x 16" table), one 150 ton high speed bending and straightening machine. Tender No. 125/T/MCY-BR(M)/65-66, bid deadline July 27. Chairman, Union

of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5652).

FRANCE—Granite cutting and shaping machines. Requests replies in French. Bernard Simon (sales agent), 5 Rue Sainte-Isaure, Paris, 18e. WTD 5/25/66.

Pneumatic powered tools, especially for automotive use. M. I. R.—Materiel Industriel Roumailhac (manufacturer, dealer), 218 bis Rue de Charenton, 75 Paris, 12e. WTD 5/11/66.

GERMANY—Cutting tools and machine tools; attachments and accessories for machine tools and for other metalworking machinery. Direct purchase and agency. Friedrich See KG (manufacturer), 6451 Bischofsheim/Hanau, Postfach 10. WTD 5/10/66.

● **IRAN**—Six pipe bending machines. Tender No. 2140, bid deadline July 30. Steel Corporation of Iran. Copies of specifications and conditions for bidding may be obtained from Steel Corporation Office, Ferdowsi Square, 35 Forsat Ave., Tehran.

ITALY—Machinery for the manufacture of metal hose clamps. Sample of type clamp to be manufactured is available on loan from the Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Department of Commerce, Washington, D.C. 20230. Danex Trading (importer, dealer), Via Sciesa 5, Milan. WTD 4/15/66.

● **TURKEY**—Machine tools and shop equipment including one shaper (70 x 40 cm table, 70 cm stroke), one 80 ton hydraulic press, one electric coil winding machine, two universal tool grinders, two valve grinders, two spot (tack) welders, one pony brake (for BHP test), and two sheet metal bending machines. Bid deadline July 20. Deniz Kuvvetleri Komutanligi, Teknik Daire Baskanligi, Fabrika ve Atelye Subesi Mudurlugu, Ankara. Copies of specifications may be obtained for $12 per copy from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara.

● Fifty pneumatic impact wrenches, five sizes for bolts varying from ⅜" to 1½" dia. Tender No. 66-16T-49, bid deadline July 11. DSI Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik-Ankara.★ (Telephone: 202-WO 7-5652).

355 Special industry machinery

BRAZIL—Machinery and equipment for the tannery, leather and edible vegetable oil industries. Direct purchase or representation. Carnimpex Importacao e Representacoes Ltda. (wholesaler, agent), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

Circular knitting machines. Malharia Vencedor Ltda. (knitting mill), Rua Aristides Lobo 144, Rio de Janeiro ZC-10, Estado da Guanabara. WTD 12/17/65.

MALAYSIA—Engraving machine for engraving patterns and names on electro-plated nickel silverware. M. M. Mohamed Ebrahim & Co. (importer, retailer, manufacturer), 27 Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 5/25/66.

SPAIN—Machines to place plastic protective coatings on photographs, identity cards, etc. up to legal size. Direct purchase and agency. Distribuidora Hispano Americana, S.A., (DIHASA) (importer, wholesaler, retailer), Gran Via, 56, Bilbao. WTD 12/17/65.

356 General industrial machinery

AUSTRALIA—Machinery for filling plastic or paper bags and cardboard cartons or boxes of up to one-half cubic foot capacity with material in powder form; machinery for filling metal and plastic tubes with material in paste form such as toothpaste, shaving cream. Direct purchase and agency. Thomas Robinson & Son Pty. Ltd. (importer, exporter, retailer, manufacturer), 160 Sussex St., Sydney. WTD 5/31/66.

FRANCE—Water pumps (push-pull type), used for mobile homes, travel trailers. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

Paint sprayers. M.I.R.—Materiel Industriel Roumailhac (manufacturer, dealer), 218 bis Rue de Charenton, 75 Paris, 12e. WTD 5/11/66.

GERMANY—Paint spraying outfits for industrial and home use. Deutsche Roulor GmbH (manufacturer, wholesaler), 6680 Neunkirchen/Saar, Am Altseiterstal NB. WTD 5/31/66.

357 Office, computing, accounting machines

AUSTRALIA—High-speed gross weighing machines with capacity of up to 150 lb., for use in conjunction with packaging machinery. Direct purchase and agency. Thomas Robinson & Son Pty. Ltd. (importer, exporter, retailer, manufacturer), 160 Sussex St., Sydney. WTD 5/31/66.

BELGIUM—Machinery and equipment for reproduction (photocopy, heliographic or collotype, microfilm and diazocopy). Direct purchase and agency. Burma-Facma S.A. (importer), 20-22 Rue d'Assaut, Brussels. WTD 5/11/66.

● **CHILE**—Supply of one bookkeeping machine, central control of materials, six bars and six electric panels, cabinet reader and perforated cards. Tender No. 64, bid deadline July 11. Terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion de Aprovisionamiento del Estado, Casilla 24-D, Amunategui No. 66, Santiago.★ (Telephone: 202-WO 7-2939).

358 Service industry machines

BELGIUM—Beer dispensing equipment (except coin-operated) for bars and restaurants, including piping, valves, pumps, taps and other counter accessories. E. Molinet S.A. (importer), 6 Mulk, Tienen. WTD 8/25/65.

Commercial laundry equipment, coin operated and other; garment dry cleaning equipment; laundry and disinfecting equipment for hospitals. Direct purchase or agency. Ateliers de Constructions Mench S.A. (importer, exporter, manufacturer, agent), 23 Rue Auguste Snieders, Brussels. WTD 5/11/66.

Gas operated commercial dishwashing machines. Direct purchase and agency. Sapragaz S.A. (manufacturer, agent, importer, exporter, wholesaler), 66 Chaussee de Vilvorde, Brussels 12. WTD 1/7/66.

BRAZIL—Ice cube making machines. Direct purchase or representation. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

FRANCE—Coin-operated laundry and dry-cleaning machines, for self service equipment. S.E.L.L.S.A.—Societe pour l'Equipment de Laveries Libre-Service Automatiques (importer, dealer), 12 Rue Lapeyrere, Paris, 18e. WTD 5/18/66.

● **IRAQ**—Supply of 20 hand operated one gallon twin container outdoor portable chareot type petrol pumps, with individual sales indicators, totalizing meters, 12 ft. length delivery hose, snap action discharge nozzles, and hinged barrel pumps. Tender No. TAWZEE 23/1966, bid deadline July 30. Administration of Distribution of Oil Products, Ministry of Oil, Baghdad.★ (Telephone: 202-WO 7-2939).

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MALAYSIA—Water purifying and water softening equipment for industrial and commercial purposes. Direct purchase or agency. Malayan Engineering Development Ltd. (importer, wholesaler, retailer, indent agent, manufacturer), 30 Jalan Yang Kalsom, Ipoh, Perak. WTD 3/16/66.

361 Electric transmission, distribution equipment

ENGLAND—Miniature components such as plugs, sockets, potentiometers, delay lines and similar items. Electronic Component Service (Worcester) Ltd. (exporter, importer), 3 Foregate St., Worcester. WTD 1/7/66.

FRANCE—Electric and electronic test, measuring and monitoring instruments and equipment such as broadcast test monitoring equipment, broadcast transmitter test equipment, capacitor measuring equipment, electrometers, microwave test equipment, oscilloscopes, indicating and recording instruments, electrical instrument relays, telemeters, voltmeters. Comsatec—Exportation et Importation d'Equipements Scientifiques (importer, whole-

saler), 134 Avenue de Malakoff, Paris, 16e. WTD 5/11/66.

362 Electrical industrial apparatus

FRANCE—Industrial controls and control accessories: electric and electronic, request replies in French. Andre Paulet (Representations Industrielles) (sales agent), 16 Rue du Docteur-Charcot, 59 Marcq-en-Baroeul. WTD 5/24/66.

Synchro and Servo devices, such as impulse generators, servomotors, differential receivers, control transformers, differential transmitters, general industrial application capacitors; electromagnetics lifting magnets, solenoids. Direct purchase and agency. Comsatec—Exportation et Importation d'Equipements Scientifiques (importer, wholesaler), 134 Avenue de Malakoff, Paris, 16e. WTD 5/11/66.

363 Household appliances

BELGIUM—Small electric household appliances such as blankets, broilers, coffee grinders and percolators, pressure cookers, food and beverage mixers, sandwich toasters, waffle irons, knife sharpeners; 220 volts. Direct purchase or agency. Gramophone S.A. (importer), 171 Boulevard M. Lemonnier, Brussels. WTD in preparation.

Gas operated household dishwashing machines. Direct purchase and agency. Sapragaz S.A. (manufacturer, agent, importer, exporter, wholesaler), 66 Chaussee de Vilvorde, Brussels 12. WTD 1/7/66.

BRAZIL—Sewing machines for knitting industry. Malharia Vencedor Ltda. (knitting mill), Rua Aristides Lobo 144, Rio de Janeiro ZC-10, Estado da Guanabara. WTD 12/17/66.

FRANCE—Automatic electric water heaters, combination kitchen: sink, stove, refrigerator in one compact unit; compact refrigerators; gas cook stoves operating on bottled gas. Above items used for mobile homes. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

Aluminum ice chests, for use in mobile homes. Requests replies in French. La boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

● **KOREA**—Supply of 10 household refrigerators and 10 electric ranges. Tender No. KFX-6075-S. Bid deadline July 12. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5345).

364 Electric lighting, wiring equipment

AUSTRALIA—Push button switches for 240-volt, 50 cycle a.c. appliances with contact arrangements for from one to six poles, both with and without internal illumination. Arrangement and operation vary, but these switches usually have rows of square buttons that become "latched in" when depressed and unlatched by a release button or when another button is pressed. Direct purchase and agency. Averton Pty. Ltd. (importer, wholesaler, manufacturer, agent), 42 Sailors Bay Rd., Northbridge, N.S.W. WTD 11/1/65.

FRANCE—Lanterns (electric, gas, carbide, kerosene, gasoline), for use in mobile homes. Requests replies in French. La Boutique du Caravanier (retailer). 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

Electrotherapeutic lamp units for ultraviolet and infra-red radiation. C.I.D.E.M.E.—Centre International de Diffusion et d'Etude de Materiel Electro-Radiologique Cobaltherapie-Radiologie (importer, manufacturer, dealer), 26 Rue des Marchands, 31 Toulouse. WTD 3/16/66.

Marine flourescent lighting fixtures. Anc. Ets Barbier, Benard & Turenne (manufacturer, dealer), 82 Rue Curial, Paris, 19e. WTD 4/21/66.

● **IRAQ**—Supply of 150,000 general service lamps; 4,000 flourescent lamps. Tender No. 36/66; bid deadline July 31. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone 202-WO 7-5345).

366 Communication equipment

BRAZIL—Equipment and components for the installation of and use in television and radio broadcasting stations; transistorized micro-wave equipment for TV retransmission. Direct purchase or representation. Carnimpex Importacao Exportacao e Representacoes Ltda. (wholesaler, agent), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

FRANCE—Electric fire alarm apparatus with low-voltage ionisation chamber. Societe de Fabrication et d' Entretien de Materiel Electrique S.F.E.M.E. (manufacturer, wholesaler, importer), Lieudit "Terre Neuve" Quartier des Casernes—03 Montlucon. WTD 2/24/66.

Marine transmitters; marine signal projectors. Anc. Ets Barbier, Benard & Turenne (manufacturer, dealer), 82 Rue Curial, Paris, 19e. WTD 4/21/66.

Electronic industrial control equipment, such as: electronic speed controllers. Requests replies in French. Andre Paulet (Representations Industrielles) (sales agent), 16 Rue du Docteur-Charcot, 59 Marcq-en-Baroeul. WTD 5/24/66.

● **TAIWAN**—Supply of two 3-channel transistorized frequency modulated voice frequency telegraph terminals and associated equipment. Tender No. GF4F-24418(j), bid deadline July 12. Supply of three 12-channel fully transistorized telegraph multiplex terminals with time division printing and automatic error correcting device. Tender No. GF3G-23793, bid deadline July 15. Purchasing Dept., Central Trust of China, 49 Wuchang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-4823).

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complemenary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

UGANDA—Proximity-type burglar alarms operating on doppler or similar system; sensitivity about 60 feet. Also pulse infra-red burglar alarm systems. Quotations, descriptive literature required. Uganda Tele-Electric Co. Ltd. (importer, retailer), P.O. Box 4449, Kampala. WTD 1/3/66.

367 Electronic components, accessories

BELGIUM—Television and radio components including but not limited to electronic capacitors and resistors, and electron tubes. Direct purchase or agency. Gramophone S.A. (importer), 171 Boulevard M. Lemonnier, Brussels. WTD in preparation.

BRAZIL—Transmitting electron tubes. Direct purchase or representation. Carnimpex Importacao Exportacao Representacoes Ltda. (wholesaler, agent), Avenida Rio Branco 14, 18° andar, Rio de Janeiro ZC-05, Estado da Guanabara. WTD 6/2/66.

FRANCE—Fixed metalized paper for electronic application capacitors; metalized plastics for electronic applications. Condensateurs Facon (manufacturer, dealer), 38 Boulevard de la Bastille, 75-Paris (12). WTD 2/1/66.

Electronic components such as specialty resistors for electronic end products; solid state electronic devices and similar devices; inductors, electronic transformers, capacitors and other new types of electronic components. Etablissements V. Kliatchko (importer, dealer, manufacturer), 6 bis Rue Auguste Vitu, Paris, 15e. WTD 3/17/66.

SPAIN—Radio and TV components. Direct purchase and exclusive agency for Spain. Julio del Olmo Van Hamme (manufacturer, wholesaler, importer), Camp, 69, Barcelona 6. WTD 4/29/66.

369 Electrical machinery, equipment, supplies

FRANCE—Electro-therapeutic apparatus and electro-medical treatment apparatus such as electrocardiograph, electrodiathermie apparatus, encephalograph; electro acoustical apparatus (Hi-Fi). Direct purchase and agency. Vandeputte Fils & Cie—Department Electronique "Velec" (manufacturer, importer, dealer), 278 Chaussee F. Forest—59 Tourcoing. WTD 5/11/66.

Radiographic X-ray, fluoroscopic X-ray, therapeutic X-ray apparatus and tubes for medical applications. Electrocardiographs, electrodiathermic apparatus, encephalographs. C.I.D.E.M.E.—Centre International de Diffusion et d'Etude de Materiel Electro-Radiologique Cobaltherapie—Radiologie (importer, manufacturer, dealer), 26 Rue des Marchands, 31 Toulouse. WTD 3/16/66.

Electro-therapeutic apparatus and electromedical treatment apparatus such as electrocardiograph, electrodiathermic apparatus, encephalograph. Etudes et Constructions Electro Mecaniques & Medicales E.C.E.M. (manufacturer, dealer), 95 Rue de Flandre, 75 Paris, (19e). WTD 3/17/66.

● **GREECE**—Supply of seven X-ray units, specifically radio-diagnostic units of out-put 300 M.A.-125 KV with four selenium rectifiers or four electronic valves. Tender No. D/401/66, bid deadline July 15. Estimated value $90,000. Ministry of Commerce, State Purchase Directorate "D." 50 Socratous St., Athens.★ (Telephone: 202-WO 7-2939).

371 Motor vehicles, motor vehicle equipment

BELGIUM—All kinds of automotive accessories. Direct purchase or agency. Accumulateurs Tudor (importer, manufacturer, exporter, wholesaler), Florival-Wavre. WTD 5/3/66.

All kinds of garage tools, including electric, hydraulic or pneumatic automotive maintenance tools. Etablissements Noirhomme S.A. (importer, wholesaler, agent), 43-45 Rue d'Angleterre, Brussels 6. WTD 1/20/66.

KOREA—Automotive parts, especially timing chains, carburetors and fuel pumps. Sung Wha Trading Co. (importer, distributor), I.P.O. Box 1478, Seoul. WTD 4/25/66.

MALAYSIA—Army surplus and second-hand spare parts and accessories for cars and trucks. Direct purchase and agency. Cosmos Trading Co. (indent agent). 28-8 Jalan Loke Yew, Kuala Lumpur. WTD 5/17/66.

372 Aircraft, parts

KOREA—Aircraft parts and spares for DC-3's, DC-4's. United Industries International

(agent), I.P.O. Box 1776, Seoul. WTD 4/16/66.

373 Ship, boat building, repairing

FRANCE—Pleasure boats: canoes, yachts. Requests replies in French. La Boutique du Caravanier (retailer), 211 Rue Maurice Bouchery, 59 Seclin. WTD 4/28/66.

Aluminum light pleasure boats, fishing craft, motor launches (18 to 30 feet). A.C.N.A.M. (Ataliers de Constructions Navales et d'Applications Mecaniques (manufacturer, wholesaler), Rue du 11 Novembre, 72—Chateau du Loir. WTD 12/3/65.

374 Railway equipment

● **BURMA**—155 meter gauge bogie coaching steel underframes of various descriptions, 30 of these to be shipped fully assembled, 125 to be shipped in knocked down condition and assembled in Burma. Tender No. 203/(T)/TTS-BR(M)/65-66, bid deadline July 28. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. Copies of specifications can be obtained for $15.90 (by certified check) each, through the American Embassy, Rangoon.

● **IRAN**—100 units double sided tipping box cars of 750 liters, complete with additional accessories. Tender No. 1628, bid deadline Aug. 27. Steel Corp. of Iran (SCI) office, Ferdowsi Square, 35 Forsat Ave., Tehran. Copy of bidding conditions may be reviewed only in U.S. Department of Commerce, Room 4314, Transportation Equipment Division, BDSA 596, Washington, D.C. 20230.

379 Transportation equipment

SWEDEN—Steel wheel rims for truck, truck trailers, passenger cars, farm wagons. Agency and direct purchase. Broson (manufacturer, wholesaler, agent), Broderna Oskarssons AB, Vargarda. WTD 5/27/66.

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Electronic equipment new to market, particularly automatic test equipment for semiconductors and integrated circuits, advanced laboratory instruments. Agency and direct purchase. Electronic Component Service (Worcester) Ltd. (importer, exporter), 3 Foregate St., Worcester. WTD 1/7/66.

FRANCE—Navigation instruments: marine magnetic compasses, ships' logs. Anc. Ets Barbier, Benard & Turenne (manufacturer, dealer), 82 Rue Curial, Paris, 19e. WTD 4/21/66.

MALAYSIA—Laboratory, scientific instruments and equipment, all kinds for use in schools and colleges. Also P.S.S.C. equipment. Agency and direct purchase. General Scientific Co. Ltd. (importer, retailer, wholesaler, agent), 44 Pudu Rd., Kwang Tung Association Bldg., Kuala Lumpur. WTD 5/15/66.

382 Instruments for measuring, controlling, indicating physical characteristics

● **GREECE**—Supply of 40,000 displacement type cold water meters: 15,000 meters ½"; 25,000 meters 5/8". Tender No. 1317, bid deadline not determined. Estimated value $500,000. Societe Anonyme Hellenique des Eaux, Purchasing Service, 1 Kornarou St., Athens, 126.★ (Telephone: 202-WO 7-2939).

● **INDIA**—Supply of one PVT compact unit for reservoir fluid analysis, completely assembled form as a table mounted unit for complete analysis of either a bottom hole sample or recombination of separator samples of oil and gas, for delivery c.&f. New Delhi. Tender No. 6-10659, bid deadline July 11. United Nations, Purchase & Transportation Division, New York, N.Y. Refer to: Mr. D. Hussey, tel. PL. 4-1234, ext. 3637.★ (Telephone: 202-WO 7-2939).

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● **TURKEY**—Supply of 30 minimum and maximum thermometers (15 each); 15 anemometers; 5 wind wanes; 10 whirling hygrometers; 10 baro-thermo-hygrographs; 100 air-snow thermometers. Tender No. 66-16L-45, bid deadline July 11. Devlet Su Isleri Genel Mudurlugu, Makine ve Ikmal Dairesi Baskanligi, Etlik-Ankara.★ (Telephone: 202-WO 7-2939).

383 Optical instruments, lenses

FRANCE—Binoculars. Anc. Ets Barbier, Benard & Turenne (manufacturer, dealer), 82 Rue Curial, Paris, 19e. WTD 4/21/66.

384 Surgical, medical, dental instruments, safety devices

FRANCE—Hearing aids. Direct purchase and agency. Vandeputte Fils & Cie—Departement Electronique "Velec" (manufacturer, dealer, importer), 278 Chaussee F. Forest—Tourcoing (59). WTD 5/11/66.

Medical instruments such as anoscopes, bone extension bows, bronchoscopes, curettes, cystoscopes, bone drills, esophagoscopes, gastroscopes, angular keratomes, laryngoscopes, manometers, hypodermic needles, osteotomes, pelvimeters, retinoscopes, speculums, stethoscopes, hypodermic syringes, medical atomizers, blood pressure apparatus, metabolism apparatus. C.I.D.E.M.E.—Centre International de Diffusion et d'Etude de Materiel Electro-Radiologique Cobaltherapie—Radiologie (importer, manufacturer, dealer), 26 Rue des Marchands, 31 Toulouse. WTD 3/16/66.

● **IRAN**—Supply of 800 miners' safety lamps with accessories and spare parts and with fire damp proof safety factor duly certified by manufacturer's country Department of Mines. Bid deadline Aug. 7. Tender conditions and specifications available free, in English, from the issuing agency: The Steel Corp. of Iran (SCI), Ferdowsi Square, 35 Forsat Ave., Tehran.

SPAIN—Electrical hearing aids and components for same. Direct purchase and exclusive agency for Spain. Gaes (manufacturer, importer, exporter, wholesaler), Via Layetana 158, Barcelona 9. WTD 5/26/66.

386 Photographic equipment

BELGIUM—Photographic and cinematographic apparatus and products, including cameras, projectors, film and prepared photographic chemicals. Direct purchase or agency. Maison Naert (importer, exporter, wholesaler, manufacturer), 19 Place Rouppe, Brussels. WTD 5/11/66.

● **IRAQ**—Supply of photographic equipment including 1,200 cans of black and white 16-mm. unexposed films (21 DIN/100 ASA); 1,200 cans of black and white unexposed films (26 DIN/320 ASA); to be delivered in 100 ft. (30 meter) cans. Tender No. 34/66, bid deadline July 30. Central Foreign Purchasing Board, Ministry of Finance, Baghdad.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—Supply of motion picture film including: 250,000 m. of positive copy film, 16-mm.; 25,000 m. of negative film, 16-mm.; 5,000 m. of negative film, 16-mm., duplex; 10,000 m. of positive film, 16-mm., duplex; 5,000 m. of sound film, 16-mm.; 125,000 m. of magnetic sound tape. Bid deadline July 20. Submitted by Milli Egitim Bakanligi, Mesleki ve Teknik Ogretim Mustesarligi Egitim Araclari ve Teknik Isbirligi Genel Mudurlugu, Ankara. Bidding specifications in English available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay-Ankara, Turkey, upon payment of $4, including airmail charges.

393 Musical instruments, parts

● **ECUADOR**—Band instruments (69 pieces) and accessories. Tender dated 5/25/66; no bid deadline set. Specifications in Spanish. Sr. Ernesto J. Rivadeneira Urresta, Director de la Banda Municipal de Quito, Calle Garcia Moreno 887, Quito.★ (Telephone: 202-WO 7-4370).

394 Toys, amusement, sporting, athletic goods

GERMANY—Sporting and athletic goods, all kinds. Behr GmbH, (department store), 54 Koblenz, Viktoriastrasse 14. WTD 5/26/66.

THAILAND—Indoor games for adults and children; picture books and cutout types. Requests catalogs and price lists. The Pramuan Sarn Book Center (importer, wholesaler, retailer), 678 Chalerm Khetr Bldg., Yodse, Bangkok. WTD 2/1/65.

395 Pens, pencils, office, artists' materials

BELGIUM—Stationery products and drawing material, also office and school supplies, except furniture and machinery. S.A. Papeteries J. Levy-Heydt, (importer), 8 Rue Verte, Brussels. WTD 5/13/66.

399 Manufacturing industries

GERMANY—Paint brushes of all types. Deutsche Roulor GmbH (manufacturer, wholesaler), 6680 Neunkirchen/Saar, Im Altseiterstal NB. WTD 5/31/66.

NETHERLANDS—Dresser sets, metal (brush, comb, mirror). Exclusive agency representation desired. Handelsonderneming A.J. Tieman (importer, sales agent), 14 Rozenplein, Wassenaar. WTD 5/27/66.

TRINIDAD—Swimming pool equipment and accessories, including filtration equipment. Taurel & Co., Ltd. (importer, wholesaler, retailer, commission merchants), 63 Independence Sq., Port of Spain. WTD 10/8/65.

504 Groceries, related products

GERMANY—Canned vegetables, fruit, seafood, and other canned goods. Behr GmbH (department store), 54 Koblenz, Viktoriastrasse 14. WTD 5/26/66.

Food products for the grocery trade, e.g. canned goods, spices, luxury and specialty items, including wines and spirits. Direct purchase, agency, or distributorship (for branded goods). Kaffee-Abpack-Gesellschaft mbH & Co. (importer, sales agent, distributor), Martinistrasse 31 (POB 797), 28 Bremen. WTD in preparation.

509 Miscellaneous wholesalers

HONG KONG—Canvas tentages, steel wire ropes, used or new nylon ropes, hosiery, remnants, and yarn; rayon lining, cotton piecegoods and lastex remnants; polyethylene film scrap, printed and unprinted, regrounds, sweepings, and sub-standard pellets, etc. T. C. Wong & Co. (importer, exporter, manufacturer), 505 Regent House, 84-90 Queen's Road Central, Hong Kong. WTD 5/25/66.

TAIWAN—Scrap, iron, steel and copper. Direct purchase and agency. Tai Yah Trading Co., Ltd. (importer, exporter, wholesaler), 106 Koo Shan 3rd Rd., Kaohsiung. WTD in preparation.

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Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

204 Grain mill products

GERMANY—Canned meat for cats and dogs; dry meat (dog biscuits); bird seed (sorghum, millet and hemp); concentrated and/or fodder additives for cattle. Requests price quotations c.i.f. European ports. Dr. Pflug Handels GmbH (importer, exporter), P. O. Box 1267, 5 Koeln 1. WTD 5/4/66.

209 Food preparations

SOUTH AFRICA—Pectin and related products. Netherlands African Trading Co. (Pty.) Ltd. (manufacturers' agent), P. O. Box 2732, Cape Town, Cape Province. WTD 5/24/66.

242 Sawmills, planing mills

FRANCE—Black walnut; Oregon pine; Southern pine. Philippe A. L. Leroy S.A. (commission merchant, agent), 22 Rue de la Solitude, 76, Sainte-Adresse. WTD 3/16/66.

281 Industrial chemicals

BELGIUM—Polystyrene and polyethylene, and chemicals for the rubber industry. Sepulchre Freres & Cie (importer, agent, exporter), 19 Avenue des Nenuphars, Brussels 16. WTD 12/28/65.

VIET-NAM—Full lines of industrial chemicals including dyestuffs for textiles (vat, acid, reactive, direct); pigment for paint and textile industry. Request full details and price list. Truong Hu Sanh, Dossa (manufacturers' representative), 40-42 Cong Ly, Saigon. WTD 10/6/65.

282 Synthetic materials

VIET-NAM—Polystyrene moulding compounds. Truong Hu Sanh, Dossa (manufacturer's representative), 40-42 Cong Ly, Saigon. WTD 10/6/65.

283 Drugs

BELGIUM—Ethical pharmaceutical specialties of all types. Comptoir Chimico-Pharmaceutique S.A. (importer, exporter), 1001 Chaussee d'Alsemberg, Uccle, Brussels. WTD 5/11/66.

THAILAND—Pharmaceutical specialty products, all kinds. Requests price lists and samples. National Pharmacal Ltd. Partnership (importer, wholesaler), 10/4 Rong Muang 5th Rd., Bangkok. WTD 12/12/63.

287 Agricultural chemicals

NETHERLANDS—Insecticides. Exclusive agency for western Europe. W.B. de Zeeuw N.V. (importer, wholesaler, exporter), P.O. Box 5037, Rotterdam/IJsselmonde. WTD 5/24/66.

VIET-NAM—Wide range of fertilizers including tricalcium phosphate, ammonium sulphate, urea, potassium chloride, tricalcium sulphate, bicalcium phosphate. Truong Hu Sanh, Dossa (manufacturer's representative), 40-42 Cong Ly, Saigon. WTD 10/6/65.

301 Tires, innertubes

VIET-NAM—Tires for passenger cars and trucks, all sizes. Request full details, catalog and price list. Truong Hu Sanh, Dossa (manufacturers' representative), 40-42 Cong Ly, Saigon. WTD 6/10/65.

311 Leather tanning, finishing

GERMANY—Dog collars and leashes. Requests price quotations c.i.f. European ports. Dr. Pflug Handels GmbH. (importer, exporter), P.O. Box, 1267, 5 Koeln 1. WTD 5/4/66.

331 Steel mill products

BELGIUM—All kinds of steel mill products. Etablissements Prevot & Co. (importer, exporter), 69 Boulevard Poincare, Brussels. WTD 3/22/66.

342 Cutlery, hand tools, general hardware

GERMANY—Pet care accessories such as bird cages, trimming shears and combs. Sales representation. Requests price quotations c.i.f. European ports. Dr. Pflug Handels GmbH. (importer, exporter), P.O. Box, 1267, 5 Koeln 1. WTD 5/4/66.

356 General industrial machinery

FRANCE—Fire fighting apparatus: automatic sprinkler systems. Societe de Fabrication et d'Entretien de Materiel Electrique S.F.E.M.E (manufacturer, wholesaler, importer) Lieudit "Terre Neuve" Quartier des Casernes —03 Montlucon. WTD 2/24/66.

357 Office, computing, accounting machines

HONG KONG—Office machines and appliances. Firm seeks exclusive representation for Hong Kong, Thailand, Singapore, Philippines, and Taiwan. Pearl Investment Managers, Ltd. (manufacturers' representative), P.O. Box 642, Hong Kong (Mr. Donald C. Soper). WTD in preparation.

361 Electric transmission, distribution equipment

BELGIUM—Electric and electronic measuring and test equipment, including but not limited to electrometers, capacitor measuring equipment, resistor measuring equipment, signal generators, standard components, inductor measuring equipment. Exclusive agency for Belgium and Luxembourg. Etablissements Miravox (importer, agent), 57 Avenue d'Auderghem, Brussels 4. WTD 6/23/65.

FRANCE—Mercury type switches; relays; request replies in French. Etablissements F. Smeyers (manufacturer, dealer), 29 Avenue Felix Faure, 92 Nanterre. WTD 2/24/66.

362 Electrical industrial apparatus

AUSTRALIA—Electric motors; electrical control gears and related equipment. Warburton Franki Ltd. (importer, exporter, manufacturer, wholesaler), 307-315 Kent St., Sydney, N.S.W. WTD 6/1/66.

FRANCE—Tantalum condensers and other types of condensers. Air-Tronic (manufacturer, dealer), Rue Carles Vernet, 92 Sevres (Hts de Seine). WTD 3/30/66.

364 Electric lighting, wiring equipment

AUSTRALIA—Light fittings and component

categories, domestic and commercial. Warburton Franki Industries (Sydney) Pty. Ltd. (importer, exporter, manufacturer, wholesaler), 307-315 Kent St., Sydney, NSW. WTD 6/1/66.

366 Communications equipment

BELGIUM—Fixed, mobile and portable, marine and microwave radio communication transceivers and transmitter receivers. Exchanges, private branch, dial type, telephone; subscriber station apparatus, telephone except telephone sets. Electronically amplified type intercommunication equipment. Fixed, mobile and portable, marine and microwave radio communication receivers. Transmitters, radio communication, fixed station, land mobile, marine and microwave. Nouvelle Societe Belge Autophon S.A. (wholesaler, manufacturer), 53 Rue de Naples, Brussels 5. WTD 1/10/66.

367 Electronic components, accessories

FRANCE—Ferrite parts and iron-powder for radio, television and electronics. Raymond Brunet (agent), 67 Boulevard de Clichy, Paris, 9e. WTD 2/23/66.

394 Toys, amusement, sporting, athletic goods

AUSTRALIA—Mouth guards, for protection of the teeth of players in contact sports such as rugby and football. Protector Safety Industries Ltd. (importer, wholesaler, manufacturer), P.O. Box 76, Sydney Mail Exhange, Sydney. WTD 3/24/66.

BELGIUM—Toy monorails, similar to minature railways. Alphonse Als & Co. (importer), 158 Boulevard Adolphe Max, Brussels. WTD 5/13/66.

399 Manufacturing industries

VENEZUELA—Christmas tree lighting sets, electric; also Christmas tree ornaments; requests replies in Spanish. Pedro Gonzalez Diez (sales agent), Apartado 3518, San Jacinto a Dr. Paul, Edificio Bibasbe, Piso 3, Oficina 8, Caracas. WTD 5/24/66.

Leads for Importers

Commodities are offered direct unless specified

283 Drugs

FRANCE—Lyophilized extracts ("extraits Lyophilises") in bulk for direct sale to manufacturers of pharmaceutical specialties, of dietetic products, and of beauty preparations; endocrine glands, "lyophilized", and related lines. Laboratoires Biologiques Seve (manufacturer, wholesaler, exporter), 138 Avenue Aristide-Briand; 24-Bergerac, Dordogne. WTD 5/31/66.

302 Rubber footwear

MOROCCO—Rubber sole shoes, upper part made of leather and vulcanized to rubber sole. Direct sales or through U.S. distributor. Societe Marocaine de Chaussures et Sandales Ardies & Cie (manufacturer), 44 Rue de Ronceveaux, Casablanca. WTD 4/26/66.

317 Handbags, personal leather goods

BRAZIL—Women's handbags, hand-made of leather, cloth, wood, vegetable and synthetic fibers, seeks outlets. Fabrica de Bolsas Pilonga Ltda., Rua Homem de Melo 1014, Sao Paulo. WTD 5/23/66.

399 Manufacturing industries

MOROCCO—Moroccan handicraft items and especially hand-made woolen rugs, leather, wickerwork and antique articles. Direct sales or through U.S. distributor. Rissani (exporter), 8 Rue Reitzer, Casablanca. WTD 5/23/66.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

AUSTRALIA—C. S. Aarons, Merchandising Director, Wonder-Heat Pty. Ltd., 375 Riverdale Rd., Camberwell, Victoria, **interested in space heating equipment.** June 20 via New York for two weeks. c/o U. S. Department of Commerce New York Field Office. Itinerary: New York, others to be arranged. WTD in preparation.

BELGIUM—Andre Germonprez, representing own company, 22 Beverkaai, Kortrijk, **interested in purchasing or obtaining a license to manufacture modern machinery and equipment for city garbage disposal, prefabricated steel frame houses, plastic rotating molding machines.** June 15 via New York for three to five weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, Cleveland, Detroit, Los Angeles. WTD 12/3/65.

BRAZIL—Dr. Giorgio Moroni and Dr. Janos Ledniczky, representing Aco Torsima S/A, Av. Ipiranga 104, 17° andar, Sao Paulo, S.P., and Av. Franklin Roosevelt 115, grupo 301, Rio de Janeiro GM, ZC 39, **interested in visiting U. S. manufacturers of containers for storing, handling and shipping welded wire, steel and wood, to discuss possible joint ventures, and requesting technical information.** June 28 via New York for 10 days; end of August for 30 days. c/o U.S. Department of Commerce New York Field Office. Itinerary: New York, New Jersey; during August, to be arranged as required. WTD in preparation.

INDIA—B. S. Gupta, representing B. S. Gupta & Sons and Eagle Paint & Pigment Industries Private Ltd., 135 Canning St., Calcutta 1, **interested in manufacturing paints in collaboration with U.S. firm and representing U.S. manufacture of pest control devices and fertilizers, and requesting technical information on electronic pest control devices.** July 2 via New York for two weeks. c/o J. Acar, Sin Par Automotive Division, Singer Products Co. Inc., 95 Broad St., New York, N. Y. Itinerary: New York, Cleveland, Memphis, Los Angeles, San Francisco. WTD 12/7/64 on Eagle Paint & Pigment Industries.

JAPAN—Isao Yamamoto, President, Komesco-Yamamoto Trading Co., 271 Hikata, Kainan, Wakayama Prefecture, **interested in plastics, PVC tubes and pipes, kinds of coatings, particularly epoxide resin coatings, used on above, embroadering machines, agricultural sprinklers, steel pipe fittings and joints.** June 7 via Seattle for five weeks. c/o Marusho Intl. Corp., 500 5th Ave., New York, N.Y. 10036, or Yonemoto Nursery, 271 Murphy Ave., Sunnyvale, Calif. Itinerary: Seattle, New York, Washington, Atlantic City, Buffalo, Chicago, Los Angeles, San Francisco. WTD in preparation.

Jiichiro Yonemoto, Proprietor, Yonemoto Orchard, 520 Ononaka, Kainan, Wakayama Prefecture, **interested in hospital equipment for physically handicapped persons, electric and pneumatic tools for stone working.** June 20 via San Francisco for four months. c/o Yonemoto Nursery, 271 Murphy Ave., Sunnyvale, Calif. Itinerary: Los Angeles, San Francisco. WTD in preparation.

LIBYA—Rafiik Shariif, Libyan Independent Co., P.O. Box 850, Tripoli, **interested in meeting U.S. suppliers of general department store merchandise, excluding food items, to stock a large retail outlet to be established in the Tripoli suburb of Giorgimpopoli, in September, and manufacturers of stone-crushing equipment for a proposed plant to produce gravel.** July 1 via New York for 45 day visit. Itinerary: New York c/o Park Sheraton Hotel; Washington; Chicago; Oklahoma City c/o Sheraton Hotel; Tulsa c/o Mayo Hotel; Houston c/o Lincoln Sheraton. WTD in preparation.

NEW ZEALAND—Robert G. Austin, Manager, Caribonum (N.Z.) Ltd., Pukemiro Chambers, 53 Anzac Ave., or P.O. Box 2154, Auckland C.1, **interested in meeting U.S. suppliers of carbon papers, typewriter and accounting machine ribbons, and business men to discuss business management, training methods, and equipment.** June 10 via Los Angeles for one month. Itinerary: Los Angeles; Syracuse c/o Day Hall, University of Syracuse, Mount Olympus Drive, Syracuse, N.Y.; Rochester c/o Sheraton Hotel; New York c/o Commodore Hotel, Lexington Ave. & 42nd St., New York, N. Y. 10017. WTD 6/7/66.

SPAIN—Carlos Alonso B., representing Acoysa and Fersa, both firms located at Orense 5 and 7, Madrid, **interested in visiting a building equipped with central air conditioning, which is under construction.** June 23 via New York for two weeks. c/o Manhattan Hotel, 44th to 45th St. & 8th Ave., New York, N.Y. 10036. WTD in preparation.

ZAMBIA—Ram H. Patel, Managing Director, Comred Bros. Ltd., and Lubengele Trading Co. Ltd., P.O. Box 377, Bancroft, **interested in meeting U.S. firms to discuss possibilities for joint ventures with up to 50% financial and know-how assistance to press phonograph records and manufacture knitted goods such as underwear for men, boys, and girls, socks, hosiery, household linens.** Now in the U.S. until about July 15. c/o U. S. Department of Commerce, BDSA-618, Washington, D.C. 20230. WTD in preparation.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

AUSTRALIA—The New South Wales Cabinet has approved proposals to build a U.S. $1,120,000 **university college** in the Riverina. The name "Riverina" is applied to a large area in southern New South Wales—usually to the country bounded by the Murray River, the Lachlan River and a line roughly drawn from Condobolin to Albury.

IRAN—A group of physicians in the Khorramshahr-Abadan area are planning to build, with Iranian Government financial support and assistance, a **100-bed hospital in Khorramshahr** and later, if there is demand, a series of clinics and outpatient facilities in Khuzistan and the Persian Gulf area. The group calls itself the "Persian Gulf General Hospital" and has already acquired 3,000 square meters of land in the town of Khorramshahr.

U.S. firms interested in constructing the hospital, supplying equipment or services should write to the Persian Gulf General Hospital, c/o Mr. Ellis O. Jones, 3rd American Consul, U.S. Consulate, Pahlavi St., Khorramshahr, Iran.

ISRAEL—The Ministry of Transport recently announced that the planning bid for the **Tel Aviv-Ashdod toll-road** has been awarded to Tahal (Water Planning for Israel Ltd.) jointly with the U.S. engineering firm of Gant, Flemming and Carpenter.

The cost of the new road is estimated at $8 to $10 million. Similar roads are planned in the future. The Hedera-Haifa stretch of the four-lane Tel-Aviv-Haifa highway may be made a toll-road.

MEXICO—A $1.75-million Alliance for Progress loan to Nacional Financiera, S.A., to finance the purchase of U.S. equipment and services has been authorized by the Export-Import Bank of Washington. Nacional Financiera, a Mexican Government financing agency will use the proceeds **to purchase equipment for a micro-wave communications link between Nogales on the Mexican-U.S. border and Guaymas,** about 240 miles to the south. Collins Radio Company of Dallas is expected to be the prime supplier.

PAKISTAN—The East Pakistan Water and Power Development Authority signed an agreement with the West German Government under which a German consultant firm will supervise the construction of the 120 MV **power station at Ashuganj.** This station is being financed under a West German loan.

An agreement was also signed for the financing and construction of a gas-fueled **110 MV thermal plant at Ghorasal,** near Dacca. Estimated cost of this project is about $25 million of which about $14.7 million will be financed by the Soviet Union for assorted equipment.

SPAIN—Financing by the Export-Import Bank of Washington has been authorized to procure **U.S. equipment and services needed in constructing a 140 megawatt thermal generating unit in Oviedo province in northwest Spain.** Items to be purchased with the $6.25 million loan include a boiler to be supplied by Foster Wheeler Corp. of Livingston, New Jersey, and related goods and services from the U.S. not yet selected by the owners, Hidroelectrica Moncabril, S.A. The New York engineering firm of Gibbs & Hill will provide engineering services.

Concurrently, the Bank's loan of $2.7 million to Hidroelectrica de Cataluna, S.A. will be used **to purchase U.S. equipment and services related to the construction of a new 150 megawatt thermal power unit to be located near Barcelona.** Foster Wheeler Corp. will supply the boiler, and other items and services will be purchased from U.S. suppliers not yet designated by the Spanish firm.

TAIWAN—Equipment and engineering services will be procured in the United States by the Chinese Petroleum Corp. for its project, a naphtha cracking plant, which is to be built at Kaohsiung in southwest Taiwan. The Export Import Bank of Washington has authorized a loan of $5.4 million to finance this procurement.

The Lummus Company of New York City has been selected to perform engineering and construction services and to supervise operation during start-up of the plant. Equipment required in the facility will be procured by the Lummus Company.

Most of the initial output will be sold to Taiwan Polymers Corp., an affiliate of National Distillers and Chemical Corp. of New York City, which will produce polyethylene. Other products to be produced by the new plant include propylene, pyrolisis gasoline, liquefied petroleum gas, and fuel oil.

THAILAND—Under the five year economic development plan for the period 1967-1972, The Royal Irrigation Department is planning to build **dams** in the country's North, Northeast and Western regions. The plan calls for four dams in the North, ten in the Northeast and one in the West.

Feasibility surveys of all these projected dams are now being conducted, and one, pertaining to the Ta Pla Dam (Northern Region) is already completed. Financing for this dam has been arranged with the World Bank, which loaned the Royal Irrigation Department $23 million.

U.S. firms interested in supplying products for use in these projects should **write:** Mr. M. L. Xujati Kambhu, Director-General, Royal Irrigation Dept., Samsen Rd., Bangkok, Thailand.

YUGOSLAVIA—Proposals are being sought for complete modern equipment for the 1,000-bed Hotel Yugoslavia, planned to be completed in two to three years. Plans are still being made and suggestions are welcome for features to be included in the modern luxury hotel to be located on the banks of the Danube in New Belgrade.

Proposals are sought for equipment including, but not limited to, complete communications, switchboard, radio, television and signal installations; air conditioning; refrigeration and deep freeze; laundry and dry cleaning; elevators; barber and beauty shop facilities; kitchen, restaurant and bar equipment; fancy hardware fittings and trim; recreation equipment, e.g., swimming pool, skating rink, bowling lanes; complete conference facilities including simultaneous translation, projection and related installations.

Proposals should be submitted to the Yugoslav enterprise, Univerzal, Dobrinjska 10, Belgrade.

Construction Awards

CANADA—A list of firms awarded contracts by various Canadian Government Agencies (Transport, Public Works, Defense) during April and May is available on loan to U.S. firms from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

KUWAIT—The first six tenders (the pumping station phase) for Kuwait's $90 million sewerage project, were awarded to Modern Sharholding Co. (formerly al-Abd) whose local agent is Abdulla al-Ateeqy.

Contracts for part of the pipe line work in connection with the project have been awarded to Musael al-Saleh & Sons (working in partnership with the U.S. contractor McDonald of St. Louis), and Mohamad Abdul Mohsin al-Kharafi representing the Yugoslav firm, Energoproject.

Three more contracts for pipe line work will be let to local contractors in coming months.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated May unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Aircraft and Aeronautical Equipment Importers and Dealers—United Kingdom.

Architects, Builders, Contractors and Engineers—Ecuador.

Business Firms—Nepal.

Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—Sweden.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Belgium.

Paints, Varnishes and Pigments—Importers, Dealers, and Manufacturers—Japan.

Paints, Varnishes and Pigments—Importers, Dealers, and Manufacturers—United Kingdom.

Seeds and Bulbs Importers, Dealers and Exporters—Germany.

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Calendar *for international traders*

ATLANTA—July 14—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

ATLANTA—July 28—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

CEDAR FALLS, IOWA—July 6—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

CHICAGO—June 27—Businessmen's Consultations with **Roger Severance, Bureau of International Commerce,** Field Office.

CHICAGO—July 7-8—Businessmen's Consultations with Oliver Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

CHICAGO—July 14—Meeting for Exporters, Field Office.

CINCINNATI—July 22—Export Workshop, Field Office. Sponsors: Cincinnati Field Office, Department of Commerce; REEC.

CHICAGO—Aug. 16—Meeting for Exporters, Field Office.

CLEVELAND—July 13—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

CLEVELAND—July 27—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

DAYTON, OHIO—July 22—Export Workshop. Sponsors: World Trade Dept. of Chamber of Commerce; Cincinnati Field Office, Department of Commerce; REEC.

DETROIT—June 28—Export Seminar, 9 a.m.-12:30 p.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

DETROIT—June 28—Businessmen's Consultations by appointment only with Elmer W. Klapmeier, member, U.S. Trade Missions to Iran/Afghanistan and Iraq/Kuwait/Lebanon, 1:30-5 p.m., Field Office.

Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

Write:
Editor,
International Commerce
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230.

KANSAS CITY, MO.—July 14—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

KANSAS CITY, MO.—July 28—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

MEMPHIS—July 1—Workshop for Exporters, Federal Bldg. Sponsors: Memphis Field Office, Department of Commerce; REEC.

MEMPHIS—July 20—Mid-South Exporters' Roundtable, Hotel King Cotton.

MIAMI—June 29—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MINNEAPOLIS—July 12—Businessmen's Consultations by appointment only with Oliver B. Bongard, Commercial Attache, Taipei, Taiwan. Field Office.

NEW YORK—June 29—Central American Chamber of Commerce in the U.S., Inc., annual meeting, 12:30 p.m., Advertising Club.

NEW YORK—July 5—FCIB Round Table Conference, 1:30 p.m., Advertising Club. Sponsor: Foreign Credit Interchange Bureau.

ST. LOUIS—June 28—Export Workshop, Doane Agricultural Service. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

TOPEKA, KAN.—July 22—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

WHITE PLAINS, N.Y.—July 13—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

WICHITA, KAN.—July 21—Workshop for New Exporters, Chamber of Commerce. Sponsors: Chamber of Commerce; Kansas City Field Office, Department of Commerce; REEC.

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